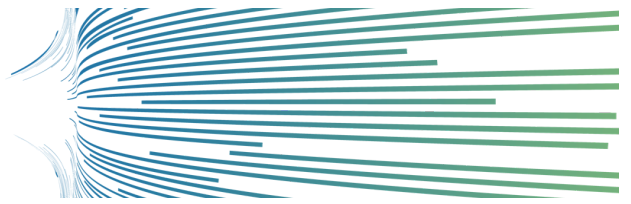# Client Blueprint Action Checklist

- [ ] Sales schedules a "Blueprinting Call" with the Solutions Consultants and the client.

- [ ] Solutions Consultants walk the client through the Requirements Questionnaire to help the client understand basic company phrases and terminology.

- [ ] Sales sends the Client Blueprint document to the client for review.

- [ ] Sales schedules calls to walk through the Blueprint document with the client.

- [ ] The client reviews the Blueprint document and notifies the Solutions Consultants of any updates.

- [ ] The client approves the Blueprint document.

- [ ] The Blueprint document is sent to the Implementation team to start building the client's program in Zengine.