

B	I	N	G	O
refi/debt consolidation referral	2 referrals in one day	customer introduction	pre-qualification referral	inviting MLO in appt
benefits of home ownership conv	realtor introduction	make 10 mortgage calls with MLO	5 CSR customer intros	pre-qualification referral
purchase application referral	turndown credit review w/MLO	FREE	CSR uncover mortgage need	introduction to a realtor
introduction to builder	pre-qualification referral	introduction to new customer	debt consolidation referral	inviting MLO in appt
customer introduction	application referral	pre-qualification conversation	turndown credit review with MLO	builder introduction

B	I	N	G	O
turndown credit review w/MLO	5 CSR customer intros	pre-qualification referral	benefits of home ownership conv	make 10 mortgage calls with MLO
customer introduction	turndown credit review with MLO	inviting MLO in appt	application referral	pre-qualification referral
introduction to builder	CSR uncover mortgage need	FREE	introduction to a realtor	2 referrals in one day
debt consolidation referral	pre-qualification conversation	refi/debt consolidation referral	builder introduction	pre-qualification referral
introduction to new customer	inviting MLO in appt	purchase application referral	realtor introduction	customer introduction

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application referral	pre-qualification conversation	5 CSR customer intros	inviting MLO in appt	CSR uncover mortgage need
refi/debt consolidation referral	introduction to builder	introduction to new customer	realtor introduction	inviting MLO in appt
purchase application referral	builder introduction	FREE	pre-qualification referral	debt consolidation referral
turndown credit review w/MLO	pre-qualification referral	pre-qualification referral	turndown credit review with MLO	customer introduction
introduction to a realtor	2 referrals in one day	make 10 mortgage calls with MLO	benefits of home ownership conv	customer introduction