

USED QUESTION W/ A QUESTION	2 IB SALES IN A DAY	BROKE THE ICE	SOLD BARRY MANILOW PACKAGE	OFFERED PACKAGE SWAP
ASKED FOR THE CARD WITH CONFIDENCE	USED A TRIAL CLOSE	RECCOMENDED BASED ON DISCOVERY	2 OB NON-BOOKES SALE	SOLD ROLLING ON THE RIVER
2 SALES OF ANY TYPE IN A DAY	ONE OB NON-BOOKED SALE	FREE	GREAT TONALITY	TOP AGENT FOR 2 DAYS IN A ROW
ISOLATED THE OBJECTION	SOLD NASCAR	OB NON OWNER BOOKING	SHOW PROOF OF PITCH PRACTICE	COVERED CALLS ARE RECORDED
CLOSED 3 CALL BACKS IN A WEEK	ONE IB BOOKING	3 SALES OF ANY TYPE IN A DAY	ASKED DISCOVERY QUESTIONS	SOLD FOOTBALL CENTRAL

GOT A REFERRAL	2 SALES OF ANY TYPE IN A DAY	GREAT TONALITY	USED A TRIAL CLOSE	2 OB NON-BOOKES SALE
USED QUESTION W/ A QUESTION	TOP AGENT FOR 2 DAYS IN A ROW	ONE OB NON-BOOKED SALE	SOLD BARRY MANILOW PACKAGE	ONE IB BOOKING
ISOLATED THE OBJECTION	OFFERED PACKAGE SWAP	FREE	ASKED FOR THE CARD WITH CONFIDENCE	BROKE THE ICE
RECCOMENDED BASED ON DISCOVERY	USED TIE-DOWNS	SOLD FOOTBALL CENTRAL	SOLD NASCAR	3 SALES OF ANY TYPE IN A DAY
ASKED DISCOVERY QUESTIONS	SHOW PROOF OF PITCH PRACTICE	2 IB SALES IN A DAY	OB NON OWNER BOOKING	USED URGENCY

USED TIE-DOWNS	AVG 15 CALLS PER HOUR	2 SALES OF ANY TYPE IN A DAY	SOLD FOOTBALL CENTRAL	ASKED FOR THE CARD WITH CONFIDENCE
ONE OB NON-BOOKED SALE	BOOKED A QUINELLA	USED URGENCY	2 OB NON-BOOKES SALE	USED QUESTION W/ A QUESTION
OB NON OWNER BOOKING	ASKED DISCOVERY QUESTIONS	FREE	SOLD BARRY MANILOW PACKAGE	GREAT TONALITY
BROKE THE ICE	GOT A REFERRAL	2 IB SALES IN A DAY	CLOSED 3 CALL BACKS IN A WEEK	ONE IB BOOKING
SHOW PROOF OF PITCH PRACTICE	USED A TRIAL CLOSE	SOLD NASCAR	ISOLATED THE OBJECTION	SOLD ROLLING ON THE RIVER