

B	I	N	G	O
Transparent	Actionable	ADR	FREE 2	Proactive Selling
Lead	Discovery	Targets	OCC	Referral
Upselling	Cold Calls	FREE	Next Steps	Follow Up
Growth	Rapport	KPI	Powerful	Recommendation
Flip Chart	Need	FREE 3	Data Dump	Advisor

B	I	N	G	O
Referral	Data Dump	Process	Follow Up	Cold Calls
Growth	Targets	Advisor	Upselling	Actionable
Next Steps	Proactive Selling	FREE	Need	Impactful
Lead	Discovery	FREE 2	Outside the Box	Value Propostion
OCC	Rapport	Deliverables	Powerful	ADR

B	I	N	G	O
KPI	Discovery	Next Steps	Transparent	Data Dump
revPAR	Value Propostion	Effectiveness	Advisor	Proactive Selling
OCC	F&B Sells	FREE	Actionable	Upselling
Lead	Deliverables	Growth	FREE 2	Cold Calls
Follow Up	Flip Chart	Powerful	Outside the Box	Rapport