

B	I	N	G	O
This is my personal #	Call me in 3 months	Discovery meeting Set	Phenom People Objection	No Budget
Discovery Meeting Set	This is my personal #	No new vendors	Call me in 6 months	Send me an email
We have other priorities	Discovery Meeting Set	I'm in a meeting	Im in a meeting	Send me an email
In a meeting	No new vendors	Discovery meeting set	No Budget	Discovery Meeting Set
Referral that turns into a Discovery Meeting Set	Discovery Meeting Set	We use an agency	Discovery Meeting Set	End of Quarter - Too Busy

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We have other priorities	Discovery Meeting Set	Send me an email	Call me in 6 months	Discovery Meeting Set
Discovery Meeting Set	Send me an email	I'm in a meeting	No Budget	No new vendors
Discovery Meeting Set	Discovery meeting Set	No new vendors	No Budget	This is my personal #
In a meeting	Discovery Meeting Set	This is my personal #	Discovery meeting set	Phenom People Objection
Referral that turns into a Discovery Meeting Set	We use an agency	End of Quarter - Too Busy	Call me in 3 months	Im in a meeting

B	I	N	G	O
Send me an email	No Budget	Discovery Meeting Set	Discovery Meeting Set	Discovery meeting set
Discovery Meeting Set	End of Quarter - Too Busy	Discovery Meeting Set	I'm in a meeting	This is my personal #
In a meeting	Referral that turns into a Discovery Meeting Set	No new vendors	Discovery Meeting Set	This is my personal #
We have other priorities	No new vendors	We use an agency	Call me in 6 months	Call me in 3 months
Im in a meeting	Send me an email	Phenom People Objection	Discovery meeting Set	No Budget