

B	I	N	G	O
We are happy with our current provider	"Not interested"	Find out how they currently move product	Send me an email	Number no longer is service
Don't own any equipment	We already rent/lease with a competitor	Prospect hangs up on you	"Send me the info"	Say "BINGO" on the phone
Too Busy	We can't find any drivers	FREE	Book a appointment/meeting	I am not the decision maker
Didn't get past gatekeeper	I'm in a meeting	Slow right now	No Budget	This is my personal #
Get updated contact information	Our busy season is _____	Get sent straight to VM	Call me in 6 months	Prospect says "is this a sales call?"

B	I	N	G	O
We can't find any drivers	Slow right now	Say "BINGO" on the phone	Prospect says "is this a sales call?"	This is my personal #
Book a appointment/meeting	Didn't get past gatekeeper	Number no longer is service	Don't own any equipment	Our busy season is _____
"Send me the info"	Hold music	FREE	"Not interested"	No Budget
We are happy with our current provider	Call me in 6 months	We use an outside freight company	Send me an email	Prospect hangs up on you
Find out how they currently move product	I am not the decision maker	I'm in a meeting	Get updated contact information	We already rent/lease with a competitor

B	I	N	G	O
Don't own any equipment	This is my personal #	I'm in a meeting	Send me an email	"Not interested"
We can't find any drivers	Say "BINGO" on the phone	Find out how they currently move product	Didn't get past gatekeeper	Our busy season is _____
I am not the decision maker	Hold music	FREE	Book a appointment/meeting	"Send me the info"
Call me in 6 months	Too Busy	Number no longer is service	Get sent straight to VM	Prospect says "is this a sales call?"
We already rent/lease with a competitor	We are happy with our current provider	No Budget	Get updated contact information	Find out fleet count