

B	I	N	G	O
Speak to the head teacher	"I don't expect to be your No.1 but No.2/3 would be amazing!"	Add ST days	Mention 'ducks in a row'	Direct email address
'We are all sorted for September'	Sell an unqualified teacher	Get a direct line	"September isn't far away!"	Roll over days for September
Spec out a ST candidate	'Do you need any LSA support?'	Arrange an IAT	Call is longer than 5 minutes	Pick up a LSA vacancy
Client asks you about rates	Leave a voicemail	Arrange a visit	Get a September vacancy	'Do you use agencies?'
Mention about the weather	'Who can I contact for D2D supply?'	Would you like to pre book for next week?	20 calls made	Arrange a visit

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