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|--------------------------------|--------------------------------|---------------------------------|----------------------------|-------------------------|
| <b>B</b>                       | <b>I</b>                       | <b>N</b>                        | <b>G</b>                   | <b>O</b>                |
| They're in the car             | "Bring me a buyer"             | "Where did you get this number" | Rude Person                | Fax number dial tone    |
| "I'm a realtor"                | They Hang-up on you            | Made 10 calls                   | "But where would I go"     | Number is disconnected  |
| Spouse talks in the background | Voicemail full                 | <b>FREE</b>                     | "I already have a Realtor" | 5 Minute convo          |
| Book an appt                   | Send over some additional info | Cusses at you                   | 2 people in a row answer   | Get email/market report |
| "Who is this?"                 | "I'll die in this house"       | Man Picks Up                    | Women Picks Up             | "Take me off your list" |

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|---------------------------------|----------------------------|--------------------------------|--------------------------|--------------------------------|
| <b>B</b>                        | <b>I</b>                   | <b>N</b>                       | <b>G</b>                 | <b>O</b>                       |
| Voicemail full                  | "But where would I go"     | Rude Person                    | "I'm a realtor"          | Made 10 calls                  |
| "Where did you get this number" | Women Picks Up             | Fax number dial tone           | "I'll die in this house" | Number is disconnected         |
| Book an appt                    | "I already have a Realtor" | <b>FREE</b>                    | 5 Minute convo           | "Bring me a buyer"             |
| 2 people in a row answer        | Man Picks Up               | They're in the car             | "Take me off your list"  | Send over some additional info |
| Cusses at you                   | Get email/market report    | Spouse talks in the background | They Hang-up on you      | "Who is this?"                 |

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