B	I	N	G	O
X1 Teacher mailer	'What do I need to do to be in your top 3'	Book a free trial	Mention the horrible weather	Get CVs from Service Center
Arrange a visit	Spoke to a head teacher	Mention Christmas Tree	10 cold calls	Mention a volunteer day at the school
SENCO Contact	x1 LSA mailer	**FREE**	2 QTS teachers	Daily supply contact number
Direct contact name	Pick up a vacancy	Direct email address	Book daily supply	January availability mailer
Book an interview	3 registrations	Mention Santa on the phone	x5 pre book sales calls	Ask client if they use agencies

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B	I	N	G	O
x1 LSA mailer	10 cold calls	Mention the horrible weather	Arrange a visit	Mention Christmas Tree
Book a free trial	x5 pre book sales calls	Get CVs from Service Center	3 registrations	Mention a volunteer day at the school
Direct contact name	2 QTS teachers	**FREE**	Daily supply contact number	'What do I need to do to be in your top 3'
Book daily supply	Mention Santa on the phone	X1 Teacher mailer	Ask client if they use agencies	Pick up a vacancy
Direct email address	January availability mailer	SENCO Contact	Spoke to a head teacher	Book an interview

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