B	I	N	G	O
They mention using an agency	100th call for the day	Book demo off a GTM Play	The prospect's spouse picks up	Prospect mentions they're in a meeting but still answered
Book a meeting for the CEL or ASW event	They ask where did you get this number	Set an in-month demo	1st Demo you Set of the Day	They Mention An Upcoming Project
Book a Director Title	Overcome "send me an email"	**FREE**	Overcome a competitor or agency objection	They Hang-up on you
Prospect doesn't work there anymore	The prospect's parent picks up	Hang-up after "Hello this is..."	Prospect says "How did you get this number?"/ "This is my Personal Line"	Call lasts more than 5 minutes
Book a Growth account	Book a demo	Set Feb meeting	Book a self-prospected account	Someone actually laughs at your joke

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B	I	N	G	O
They're running into a meeting	They Dont Know Who Handles That	The prospect's parent picks up	Set an in-month demo	They Hang-up on you
Book a Growth account	Book a demo	Someone actually laughs at your joke	Prospect says "How did you get this number?"/ "This is my Personal Line"	Book a meeting for the CEL or ASW event
Set Feb meeting	1st Demo you Set of the Day	**FREE**	Overcome "send me an email"	100th call for the day
Prospect mentions they're in a meeting but still answered	They mention using an agency	You get a referral	Book a self-prospected account	Book a Director Title
The prospect's spouse picks up	Book an ENT account	Overcome a competitor or agency objection	Book demo off a GTM Play	Hang-up after "Hello this is..."

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B	I	N	G	O
Set Feb meeting	Book a meeting for the CEL or ASW event	The prospect's parent picks up	Someone actually laughs at your joke	Book an ENT account
1st Demo you Set of the Day	You get a referral	Book demo off a GTM Play	They're running into a meeting	They curse at you
Book a self-prospected account	They Hang-up on you	**FREE**	Prospect doesn't work there anymore	The prospect's spouse picks up
100th call for the day	Book a demo	Prospect says "How did you get this number?"/ "This is my Personal Line"	Overcome a competitor or agency objection	I thought this was (something with family/ kid/ personal life)
They mention using an agency	Book a Director Title	They Mention An Upcoming Project	Book a Growth account	They ask where did you get this number

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