

B	I	N	G	O
Spec out a particular candidate on the phone	'Any unexpected resignations?'	30 sales calls throughout the day (sales hrs are included)	Post 10 adverts	Find out what agencies they use
1 ST days added	Source 5 QTS teachers	Mention the weather today on the phone	'Fancy trying a new agency for September?!'	Source 10 LSAs
x2 HLTA/Cover/Teacher Mailers	'How are you looking for September?'	5 roll overs	Arrange a school meeting	Reg x3 LSAs
Daily Supply Booking	Pick up a September vacancy	5 Candidate Registrations	Mention about cover next week	1 IAT arranged for September
Reg x1 QTS	10-11am: Sales Hour - Sept Vacancies - Min 15 calls	x2 LSA mailers on DD (different locations)	2-3pm: Pre book sales push - Min 15 calls	5 NB Days added

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