

B	I	N	G	O
Speak to correct contact	10 x Adverts	Find 5 vacancies online call the school about them	Mention popping in to drop	Give a strong pitch on why they should use GSL
Call 15 schools minimum	September vacancy	Mention 'available to trial this week'	Any unexpected resignations?	Name of key decision maker
Spec a candidate x 5	Ask about September Vacancies	FREE	Follow up with every school called by email	Get a direct email
Mention temp-perm and free trials	Get receptionists name to follow up later	Mention about cover next week	Find out what agencies they use	If have agencies-open to using GSL as a backup?
Ask minimum 3 questions on each call - write down Qs and As	Mention summer being around the corner ...	Call about a teacher	mention the weather	Call re a mailer sent this morning recieved? base call on this

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Follow up with every school called by email	10 x Adverts	FREE	Find out what agencies they use	Mention about cover next week
Call re a mailer sent this morning recieved? base call on this	Speak to correct contact	Call about a teacher	Mention temp-perm and free trials	Ask minimum 3 questions on each call - write down Qs and As
Give a strong pitch on why they should use GSL	Find out what they would use agency for	Name of key decision maker	Mention 'available to trial this week'	September vacancy

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Mention about cover next week	Any unexpected resignations?	FREE	Follow up with every school called by email	Find 5 vacancies online call the school about them
Find out what they would use agency for	Give a strong pitch on why they should use GSL	Ask minimum 3 questions on each call - write down Qs and As	10 x Adverts	Speak to correct contact
September vacancy	Mention 'available to trial this week'	Get a direct email	If have agencies-open to using GSL as a backup?	Call about a teacher