

B	I	N	G	O
x1 candidate cleared	10 Friday Spec calls	Bite back from DD (over phone or email)	X1 HLTA/Cover Supervisor reg	Outlook DD marketing (min 10 schools)
5 Days added	x1 Vacancy picked up	Spec out a DD candidate on the phone	10 adverts posted	x1 ST day
x20 calls based on DD	2nd LSA reg	Get a direct email for marketing purposes	Meeting booked	x1 LSA Reg
New Direct Line	Update at least 10 emails on DD spreadsheet	Call up schools regarding online vacancies (10 calls min)	Send out vacancy mailer	3rd LSA reg
x1 IAT	Ask clients if short term is needed	x3 Dotdigs by 10am Friday	Ask if they have received your DD	Free trial booked

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x20 calls based on DD	2nd LSA reg	x1 ST day	10 adverts posted	3rd LSA reg
Ask if they have received your DD	x1 LSA Reg	Get a direct email for marketing purposes	Outlook DD marketing (min 10 schools)	Update at least 10 emails on DD spreadsheet
5 Days added	Bite back from DD (over phone or email)	Spec out a DD candidate on the phone	Send out vacancy mailer	x1 candidate cleared
New Direct Line	Ask clients if short term is needed	x1 Vacancy picked up	Call up schools regarding online vacancies (10 calls min)	X1 HLTA/Cover Supervisor reg
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x1 LSA Reg	Send out vacancy mailer	Ask clients if short term is needed	Ask if they have received your DD	Call up schools regarding online vacancies (10 calls min)
3rd LSA reg	Free trial booked	5 Days added	Get a direct email for marketing purposes	x1 candidate cleared
New Direct Line	x1 IAT	Spec out a DD candidate on the phone	2nd LSA reg	x1 Vacancy picked up
x20 calls based on DD	Update at least 10 emails on DD spreadsheet	x3 Dotdigs by 10am Friday	10 adverts posted	10 Friday Spec calls
Meeting booked	x1 ST day	X1 HLTA/Cover Supervisor reg	Bite back from DD (over phone or email)	Outlook DD marketing (min 10 schools)