

B	I	N	G	O
x3 IAT	1 ST days added	Monday 10 sales calls (any focus)	x1 ST day this week	Tuesday 2-3pm - x10 pre book calls
Mention Easter bunny on the phone	x3 Easter client drops in person	x1 IAT arranged	40 sales calls by Friday (can be for anything - mon - friday)	x2 meetings arranged
x5 LSAs regged	Get a booking with a lapsed school	Pre book after Easter	Submit your vacancy mailer for after Easter	x2 IAT
Tuesday 10 sales calls (any focus)	x1 QTS Cover or HLTA regged	Monday 2-3pm - x5 pre book calls	Vacancy picked up after Easter	Get a new direct line for a client
x1 meeting arranged	Mention chocolate on the phone	x5 days added (LT)	Mention plans for Easter break on the phone	Pick up a vacancy in a new school

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