

B	I	N	G	O
X1 Marketing Mailer	1 Client Conversion	Book a client meeting	Reg x1 Teacher for September	Mention the weather last week
Ask if expecting any resignations over the summer?	Spec out 1 teacher for September on the phone	Min x30 sales calls throughout the day	10-11am - Solid sales hour (nothing else but calls)	Spec out 1 LSA for September on the phone
x1 lapsed school booking for September	2-3pm - Solid sales calling session (nothing else but calls)	If they need anything over the 6 weeks let them know you are here..	Mention any holidays booked for the Summer?	Send x5 direct client emails
Mention provisionally booking candidates for September	Pick up x1 vacancy	Fact find - what struggles are clients facing right now? (ask)	Mention trauma informed training	Arrange an IAT
Register 2 LSAs	Ask if they use agencies	x5 LT days added	Ask what you need to do to be in with a shot to be on their agency list	How is their inclusion base shaping up for September? (if primary or sec)

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