

B	I	N	G	O
Send Marketing to 10 Lapsed Schools	1 Free trial	Ask if use other agencies	Sales hour - do nothing else but cold calling (10-11am)	Mention - Secure bookings before schools break up
Ask about September vacancies and anticipated LSA resignations.	Send 10 emails to lapsed clients	Mentioned Trauma informed candidates	1 IAT	Register 2 LSAs
Secure a Vacancy from a Lapsed School	Spec out LSA on the phone	FREE	2 LT days added for September	Fill a booking for September
Gain a New Contact at a Lapsed School	Sales hour - do nothing else but cold calling (2-3pm)	Mention - Provisionally booking candidates	Email direct clients with direct candidates for job vacancies	Mention GCA
Call 10 lapsed clients (from list)	5 LT days added for September	Register 1 QTS Teacher	Spec out Teacher on the phone	Ask about summer plans

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Spec out LSA on the phone	1 IAT	Sales hour - do nothing else but cold calling (10-11am)	Ask about September vacancies and anticipated LSA resignations.	Mentioned Trauma informed candidates
Ask if use other agencies	Spec out Teacher on the phone	Mention - Secure bookings before schools break up	5 LT days added for September	Register 2 LSAs
Gain a New Contact at a Lapsed School	2 LT days added for September	FREE	Fill a booking for September	1 Free trial
Email direct clients with direct candidates for job vacancies	Register 1 QTS Teacher	Send Marketing to 10 Lapsed Schools	Ask about summer plans	Sales hour - do nothing else but cold calling (2-3pm)
Mention - Provisionally booking candidates	Mention GCA	Secure a Vacancy from a Lapsed School	Send 10 emails to lapsed clients	Call 10 lapsed clients (from list)

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5 LT days added for September	Register 1 QTS Teacher	1 IAT	Mention GCA	2 LT days added for September
Send Marketing to 10 Lapsed Schools	Gain a New Contact at a Lapsed School	Mention - Provisionally booking candidates	Send 10 emails to lapsed clients	Mention - Secure bookings before schools break up
Secure a Vacancy from a Lapsed School	Ask about summer plans	FREE	Sales hour - do nothing else but cold calling (2-3pm)	Email direct clients with direct candidates for job vacancies
Spec out LSA on the phone	Register 2 LSAs	Sales hour - do nothing else but cold calling (10-11am)	Spec out Teacher on the phone	Ask if use other agencies
Fill a booking for September	1 Free trial	Mentioned Trauma informed candidates	Ask about September vacancies and anticipated LSA resignations.	Call 10 lapsed clients (from list)