

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

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

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5 LT days added for September	Call 10 lapsed clients (from list)	Spec out Teacher on the phone	Ask about September vacancies and anticipated LSA resignations.	Book visit for September
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Fill a booking for September	Sales hour - do nothing else but cold calling (2-3pm)	FREE	Ask about summer plans	Mention GCA
1 IAT	Sales hour - do nothing else but cold calling (10-11am)	Gain a New Contact at a Lapsed School	Mention - Secure bookings before schools break up	Email direct clients with direct candidates for job vacancies
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