Send Marketing to 10 Lapsed Schools	1 Free trial	Book visit for September	Register 2 LSAs	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	Secure a Vacancy from a Lapsed School
Spec out LSA on the phone	2 LT days added for September	**FREE**	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	Register 1 QTS Teacher	Call 10 lapsed clients (from list)	Mention GCA
5 LT days added for September	Sales hour - do nothing else but cold calling (10-11am)	Ask about summer plans	Spec out Teacher on the phone	Ask if use other agencies

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

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

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