B	I	N	G	O
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	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	Email direct clients with direct candidates for job vacancies

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

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

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