| B | I | N | G | O |
|---|---|---|---|---|
| Speak to 3 decision makers | 1 IAT for after HT | Add 5 LT days | Pre book Spec hour - 2-3pm today | Direct emails to spec candidates to cients (x10 emails) |
| 20 sales calls | Send x2 marketing | Make 2 candidates clear | 1 day pre book | Pre book Spec Hour - 11-12pm tomorrow |
| Reg 5 candidates | Spec out a candidate to a clinet on the phone | **FREE** | 1 trial for after HT | Book 1 meeting for after HT |
| Call 5 lapsed schools | Reengage 2 offline candidates | Convert ST booking into LT | Add 5 rollover days | Get a new direct line for a client |
| Add 5 ST pre book days | 15 candidate calls | Mention halloween on the phone to a client | Wear something halloweeny for tomorrows call with Tasha | 3 ST days added |



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