

B	I	N	G	O
Speak to 3 decision makers	1 IAT for after HT	Add 5 LT days	Pre book Spec Hour - 11-12pm tomorrow	Direct emails to spec candidates to clients (x10 emails)
15 candidate calls	Send x2 marketing	Make 2 candidates clear	1 booking from a school you haven't traded with this term	Reg 5 candidates
Spec out a candidate to a client on the phone	1 day pre book	Book 1 meeting for after HT	Call 5 lapsed schools	Reengage 2 offline candidates
Convert ST booking into LT	Mention halloween on the phone to a client	Add 5 ST pre book days	Get a new direct line for a client	1 trial for after HT
Pre book Spec hour - 2-3pm today	20 sales calls	Wear something halloweeny for tomorrows call with Tasha	3 ST days added	Add 5 rollover days

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Spec out a candidate to a client on the phone	1 day pre book	Reg 5 candidates	1 booking from a school you haven't traded with this term	1 trial for after HT
3 ST days added	Reengage 2 offline candidates	Book 1 meeting for after HT	Direct emails to spec candidates to clients (x10 emails)	Mention halloween on the phone to a client
15 candidate calls	Add 5 LT days	Make 2 candidates clear	Get a new direct line for a client	Speak to 3 decision makers
Convert ST booking into LT	20 sales calls	Send x2 marketing	Add 5 ST pre book days	Pre book Spec Hour - 11-12pm tomorrow
Pre book Spec hour - 2-3pm today	Wear something halloweeny for tomorrows call with Tasha	Add 5 rollover days	1 IAT for after HT	Call 5 lapsed schools

B	I	N	G	O
Reengage 2 offline candidates	Get a new direct line for a client	20 sales calls	3 ST days added	Add 5 ST pre book days
1 trial for after HT	Add 5 rollover days	15 candidate calls	Book 1 meeting for after HT	Speak to 3 decision makers
Convert ST booking into LT	Pre book Spec hour - 2-3pm today	Make 2 candidates clear	1 day pre book	Send x2 marketing
Spec out a candidate to a client on the phone	Mention halloween on the phone to a client	Wear something halloweeny for tomorrows call with Tasha	1 booking from a school you haven't traded with this term	1 IAT for after HT
Call 5 lapsed schools	Reg 5 candidates	Pre book Spec Hour - 11-12pm tomorrow	Add 5 LT days	Direct emails to spec candidates to clients (x10 emails)