

B	I	N	G	O
tweet this	at the end of the day	ROI	hope is not a strategy	run with this
one off	due diligence	the \$64 000 question	plug and play	best-of-breed
team player	were customer focused	FREE	cash cow	phone it in
low-hanging fruit	deliverable	manage expectations	step up to the plate	next steps
put your game face on	old 80-20 rule	synergy	right-size it	knock it out of the park

B	I	N	G	O
team player	low-hanging fruit	it's scalable	out of the box	manage expectations
increase client mind-share	cash cow	core competency	perfect storm	open door policy
old 80-20 rule	burn the candle at both ends	FREE	sharpen our pencils	lipstick on a pig
the \$64 000 question	best-of-breed	were customer focused	tear down the silos	best practice
monetize it	due diligence	hope is not a strategy	put it in the parking lot	stake in the ground

B	I	N	G	O
right-size it	plug and play	swot analysis	cash cow	deal with it
put it in the parking lot	open door policy	due diligence	put your game face on	paradigm shift
best practice	lipstick on a pig	FREE	ROI	one off
perfect storm	thrown under the bus	close the loop	wrap our heads around this	win-win situation
elephant in the room	where the rubber meets the road	burn the candle at both ends	sharpen our pencils	phone it in