

Re-engage deferred student	1 call power hour	60 calls before lunch	ITE Sent	FREE SPACE (REGISTER)
15 contacts by lunch	Interview	Free	1 emal power hour	Interview
TP approval	1 hour talk time	FREE	Ask for Referral	Ask for Referral
Interview	FAFSA in!	ITE Sent	70+calls after lunch	FREE SPACE (REGISTER)
15 contacts after lunch	ITE Sent	2 hours of talk time	send 50 emails to Rejected leads	5 contacts in first 2 hours

TP approval	send 50 emails to Rejected leads	1 emal power hour	FAFSA in!	15 contacts by lunch
ITE Sent	Ask for Referral	60 calls before lunch	FREE SPACE (REGISTER)	1 hour talk time
Ask for Referral	1 call power hour	FREE	70+calls after lunch	ITE Sent
5 contacts in first 2 hours	Re-engage deferred student	2 hours of talk time	Interview	15 contacts after lunch
FREE SPACE (REGISTER)	ATP approval	Interview	Free	Interview

Interview	70+calls after lunch	TP approval	5 contacts in first 2 hours	ITE Sent
ITE Sent	Interview	send 50 emails to Rejected leads	FAFSA in!	1 hour talk time
ITE Sent	1 email power hour	FREE	Ask for Referral	60 calls before lunch
ATP approval	FREE SPACE (REGISTER)	15 contacts after lunch	1 call power hour	Re-engage deferred student
Interview	Free	Ask for Referral	FREE SPACE (REGISTER)	2 hours of talk time