

B	I	N	G	O
Used an urgentified message	Asked for a call next year	Hang up	Set f/u for tomorrow	Potential student for January
Conducted student appointment over phone	Used an urgentified message	Scheduled in-person student appointment	Called 25 students	Student was driving or away from home
Used an urgentified message	Completed SMAPSS	No time to talk	Noise or screaming child in background	Strange or weird voice mail
Potential student for February	Set appointment for another date/time	Initial contact with stealth app	Said \"Your next step is\"	Completed SMAPSS
Stated they did not request info	Covered steps to complete FA	Used an urgentified message	Emailed David half-time results	Left message with child

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