

B	I	N	G	O
Used an urgentified message	Asked for call next year	Left message with child	Stated they did not request information	Potential student for January
Emailed Karen half-time results	Student was driving or away from home	Scheduled a phone appointment for this week	Called 25 students	Set follow up for tomorrow
Student was a stealth application	Used an urgentified message	FREE	Completed SMAPSS	No time to talk
Noise or screaming children in the background	Strange or weird voice mail	Potential student for February	Next steps to complete: transcripts	Provided next steps
Next steps to complete: financial aid	Completed phone appointment	Set appointment for next week	Used an urgentified message	Hang up

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