

B	I	N	G	O
Used an urgentified message	Asked for a call next year	Let message with child	Stated they did not request information	Potential student for January
Emailed Beth half-time results	Student was driving or away from home	Scheduled phone appointment for this week	Called 25 students	Set phone appointment for next week
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 follow up for tomorrow	Used an urgentified message	Hang up

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