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

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

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