

|                                             |                                             |                                      |                                           |                                       |
|---------------------------------------------|---------------------------------------------|--------------------------------------|-------------------------------------------|---------------------------------------|
| <b>B</b>                                    | <b>I</b>                                    | <b>N</b>                             | <b>G</b>                                  | <b>O</b>                              |
| Used one of our call blitz bonanza messages | Call disconnected (AKA-Hang up)             | Left message                         | Student was a stealth application         | Potential student for February        |
| Emailed Karen half-time results             | Used one of our call blitz bonanza messages | Provided next steps                  | Called 25 students                        | Set follow up for tomorrow            |
| Used an urgentified message                 | Weird voice mail                            | <b>FREE</b>                          | Completed SMAPSS                          | Left message                          |
| Loud noise in the background                | Used an urgentified message                 | Next steps to complete financial aid | Left message                              | Potential student for January         |
| Left message                                | Completed SMAPSS                            | Set appointment for another date     | You are so happy to be here tonight!!! :) | Freebie (just because your playing :) |

|                                      |                                           |                                             |                                             |                                 |
|--------------------------------------|-------------------------------------------|---------------------------------------------|---------------------------------------------|---------------------------------|
| <b>B</b>                             | <b>I</b>                                  | <b>N</b>                                    | <b>G</b>                                    | <b>O</b>                        |
| Weird voice mail                     | Called 25 students                        | Student was a stealth application           | Emailed Karen half-time results             | Provided next steps             |
| Left message                         | You are so happy to be here tonight!!! :) | Potential student for February              | Completed SMAPSS                            | Set follow up for tomorrow      |
| Loud noise in the background         | Completed SMAPSS                          | <b>FREE</b>                                 | Left message                                | Call disconnected (AKA-Hang up) |
| Left message                         | Set appointment for another date          | Used one of our call blitz bonanza messages | Freebie (just because your playing :)       | Used an urgentified message     |
| Next steps to complete financial aid | Potential student for January             | Used an urgentified message                 | Used one of our call blitz bonanza messages | Left message                    |

|                                             |                                       |                                      |                                             |                                |
|---------------------------------------------|---------------------------------------|--------------------------------------|---------------------------------------------|--------------------------------|
| <b>B</b>                                    | <b>I</b>                              | <b>N</b>                             | <b>G</b>                                    | <b>O</b>                       |
| Completed SMAPSS                            | Set appointment for another date      | Called 25 students                   | Potential student for January               | Completed SMAPSS               |
| Used one of our call blitz bonanza messages | Loud noise in the background          | Next steps to complete financial aid | Used one of our call blitz bonanza messages | Potential student for February |
| Used an urgentified message                 | Freebie (just because your playing :) | <b>FREE</b>                          | Used an urgentified message                 | Left message                   |
| Weird voice mail                            | Set follow up for tomorrow            | Student was a stealth application    | You are so happy to be here tonight!!! :)   | Left message                   |
| Left message                                | Call disconnected (AKA-Hang up)       | Provided next steps                  | Emailed Karen half-time results             | Left message                   |