

B	I	N	G	O
Referrals	1st Closing for Target	Attend Networking Event	Lunch Appt	In Office Appt
After Hour Appt	Positive Response via Phone	Join Rep at Appt	1st Contract From Target	Lead to Sabre
Positive Response via EM	Thank You Card	FREE	2nd Contract From Target	Complimenting Agent in Front of Clients
Greeting Phone Call To Client	Positive Response in Field	Identify New Target	Coffee Appt	Introducing Yourself to a Class
Call Client to Thank for Business	3rd Contract From Target	Lead to Kalli	Written Request for Business	Assistant Meeting Client at Closing

B	I	N	G	O
Thank You Card	1st Contract From Target	Lunch Appt	After Hour Appt	Join Rep at Appt
Attend Networking Event	Written Request for Business	In Office Appt	3rd Contract From Target	Lead to Sabre
Greeting Phone Call To Client	2nd Contract From Target	FREE	Complimenting Agent in Front of Clients	1st Closing for Target
Coffee Appt	Lead to Kalli	Referrals	Assistant Meeting Client at Closing	Positive Response in Field
Identify New Target	Introducing Yourself to a Class	Positive Response via EM	Positive Response via Phone	Call Client to Thank for Business

B	I	N	G	O
3rd Contract From Target	Lead to Kalli	1st Contract From Target	Introducing Yourself to a Class	2nd Contract From Target
Referrals	Greeting Phone Call To Client	Identify New Target	Positive Response via Phone	In Office Appt
Positive Response via EM	Assistant Meeting Client at Closing	FREE	Positive Response in Field	Coffee Appt
Thank You Card	Lead to Sabre	Lunch Appt	Written Request for Business	Attend Networking Event
Complimenting Agent in Front of Clients	1st Closing for Target	Join Rep at Appt	After Hour Appt	Call Client to Thank for Business