

B	I	N	G	O
Prospect won't consider cloud	12 dlgs in a day	Dlg w/ Tivoli customer	Nurture for Luke	Lead in HC
Confirm Arcserve connection w/ prospect	Prospect says something that doesn't make sense	Mention new appliance during convo	150 Arcserve calls in one day	Nurture for Chris
Prospect hangs up on you	3 Nurtures in one day	FREE	Mention VMworld awards during convo	Familiar with Arcserve
Lead for Chris	Nurture in HC	Lead for Luke	Not familiar with Arcserve	Prospect backs up 10 TB
Dlg w/ Veeam customer	Dlg w/ Unitrends customer	Lead w/ 1K EE org	5 dlgs before lunch	90 Arcserve calls by noon

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Mention VMworld awards during convo	Lead in HC	3 Nurtures in one day	Prospect hangs up on you	5 dlgs before lunch
Nurture for Luke	Familiar with Arcserve	Lead for Chris	Prospect says something that doesn't make sense	150 Arcserve calls in one day
Uncover competitive evaluation vendor (not current)	Lead w/ 1K EE org	FREE	Confirm Arcserve connection w/ prospect	Dlg w/ Tivoli customer
Not familiar with Arcserve	Nurture for Chris	Mention new appliance during convo	Nurture in HC	90 Arcserve calls by noon
12 dlgs in a day	Prospect won't consider cloud	Uncover renewal window of < 1 year	Dlg w/ Symantec customer	Dlg w/ Unitrends customer

B	I	N	G	O
Mention VMworld awards during convo	Confirm Arcserve connection w/ prospect	Not familiar with Arcserve	Dlg w/ Symantec customer	150 Arcserve calls in one day
12 dlgs in a day	Uncover renewal window of < 1 year	Uncover competitive evaluation vendor (not current)	90 Arcserve calls by noon	Prospect says something that doesn't make sense
Convert Nurture to Deliverable	Nurture in HC	FREE	Lead for Luke	Nurture for Chris
Lead w/ 1K EE org	Lead for Chris	Familiar with Arcserve	3 Nurtures in one day	Prospect backs up 10 TB
5 dlgs before lunch	Prospect hangs up on you	Lead in HC	Dlg w/ Tivoli customer	Mention new appliance during convo