

B	I	N	G	O
Set an SQL from an MQL	A prospect called you the wrong name in an email	Got 5 SQLs for the day	Said hello to a prospect in a foreign language	Had to ask someone how to pronounce the prospect's name
Converted a lead for a target account. Devastating.	Set an SQL from a cold call	One Call Close!!	Call pops up on C&S while you're talking to someone	Prospect wished you Happy Holidays!
Set an SQL from Expired Free Trial	Set an SQL on C&S	FREE	Call someone while they're at lunch	Got asked to REMOVE THEM FROM YOUR CALL LIST
Got hung up on. Rude.	Set a Sales Line EO	Got sworn at by a prospect. Earmuffs!	Got asked "Is this a sales call?"	Made a prospect laugh
Got a referral	Called someone's cell phone	Prospect is using a competitor	You had to spell Concur	Direct Transfer EO

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