

B	I	N	G	O
You were asked "Is this a sales call?"	Asked to call back in 2017	Completed 3.5 hours on C&S	Set a same day SQL	Prospect wished you Happy Holidays!
Called someone no longer with the company	You had to spell CONCUR	Received an email from a prospect with your name incorrect	Call someone on their cell phone	Set a SQL for open Partner Referral
Set an SQL from a Campaign or MQL	You were told "Remove me from your list"	FREE	Called a current customer by accident	Had to ask someone how to pronounce the prospects name
Heard "Thank you for calling!"	Set an Invoice focused SQL	Prospect told you they were using a competitor	Get Sworn at by a Prospect	Received a referral for a better contact
Create 3 SQLs	Called a prospect during their lunch	Rescheduled a past due Opp	You were told..."I will call you back"	Click! Got hung up on

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