

B	I	N	G	O
Set-up a company's very first opportunity with Concur. You life-changer.	Call pops up on C&S while you're talking to someone.GO TIME.	Got hung up on. Rude.	Set an SQL from an MQL	Prospect says "Call me in 6 months."
Got a referral!	Set an SQL on a partner referral!	Received an email that says "UNSUBSCRIBE." #breakup2016	Called someone's cell phone. Whoops.	Set an SQL from an Expired Free Trial!
Set an SQL on a CNW!	The prospect called you the wrong name. Giggles.	FREE	Direct Transfer EO. Boom!	Had to ask someone how you pronounce the prospect's name.
Made a prospect laugh! You joker!	Set an SQL on C&S	Prospect is using a competitor. Lane.	Got sworn at by a prospect. Earmuffs!	Prospect wished you a Happy Holiday!
Got kindly asked to "REMOVE THEM FROM YOUR CALL LIST!"	Got 2 SQLs for the day. Baller.	Set an EO for another MDR. Great but devastating.	You had to spell Concur	Got asked "Is this a sales call?"

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