

B	I	N	G	O
thrown under the bus	Audit season	30000 foot view	going forward	right-size it
old 80-20 rule	deal with it	the \$64 000 question	perfect storm	Prioritize
put your game face on	synergy	FREE	tweet this	at the end of the day
paradigm shift	leave money on the table	team player	core competency	lipstick on a pig
stake in the ground	manage expectations	put it in the parking lot	monetize it	swot analysis

B	I	N	G	O
put your game face on	it's a category killer	team player	leave money on the table	increase client mind-share
one off	lipstick on a pig	hope is not a strategy	ballpark this	best-of-breed
out of the box	old 80-20 rule	FREE	next steps	ROI
best practice	run with this	at the end of the day	the \$64 000 question	Prioritize
tweet this	tear down the silos	Efficiencies	paradigm shift	right-size it

B	I	N	G	O
one off	ROI	let's square the circle	out of the box	team player
low-hanging fruit	old 80-20 rule	deal with it	going forward	plug and play
were customer focused	sharpen our pencils	FREE	put your game face on	perfect storm
step up to the plate	ballpark this	close the loop	put it in the parking lot	open door policy
Efficiencies	leave money on the table	30000 foot view	next steps	core competency