

B	I	N	G	O
Retirement/Tri-Care	Assisted Live Transfer	Ineligible - No A&B	Not Interested	Non Qualified- Health
IEP QUALIFICATIONS	Qualified- No Agents Available	Non Qualified- Other	Bad Number	Qualified- Call Drop
Schedule Callback	DNC	FREE	No Contact Made	No Sales Opportunity
Overcome Objection	Non Qualified- Age	Not Interested	Ineligible - No SEP	Non Qualified- Income
Final Disposition	Outbound	Inbound	Speaks Spanish	Ineligible - Employer Coverage

B	I	N	G	O
Schedule Callback	Speaks Spanish	Bad Number	Non Qualified- Age	IEP QUALIFICATIONS
Not Interested	No Sales Opportunity	Ineligible - No A&B	Non Qualified- Income	DNC
No Contact Made	Assisted Live Transfer	FREE	Ineligible - No SEP	Not Interested
Ineligible - Employer Coverage	Retirement/Tri-Care	Inbound	Overcome Objection	Final Disposition
Non Qualified- Health	Language Barrier	Qualified- Call Drop	Non Qualified- Other	Qualified- No Agents Available

B	I	N	G	O
Overcome Objection	Ineligible - No SEP	Schedule Callback	Ineligible - Employer Coverage	Not Interested
Outbound	Qualified- Call Drop	Speaks Spanish	Non Qualified- Age	DNC
Not Interested	Bad Number	FREE	No Contact Made	Ineligible - No A&B
Language Barrier	Non Qualified- Health	Final Disposition	Assisted Live Transfer	Retirement/Tri-Care
Qualified- No Agents Available	Non Qualified- Other	No Sales Opportunity	Non Qualified- Income	Inbound