

Shadowed a different department	"What are you going to do for me?"	Engaged with someone on LinkedIn	New Brand got their first order	Held a Discovery Call
Closed 5 deals	Set 2 new meetings	Joined forces on a call with teammate	10 Calls	Made 25 calls
Scheduled next steps on a call	Spoke with someone at HQ	FREE	150 Activities Logged	Had someone swear on a call
Held 3 meetings in 1 day	Put up a brand link	Held a Demo	Got a response from corporate	Hit Goal
Got Hung up on	5 ezO links in a week	Learned something new	Wore Pajama Bottoms to a Zoom Meeting	Closed an inbound lead

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