

## Lead Priorities

**Priority 1-** All Schools, Fall Sports, and Rep Deemed Essential

**Priority 2-** Winter Sports, Community Groups, Non-Essential Groups (Unless working, all notes scheduled for Sept 2, 2019)

**Priority 3-** Spring Sports (All Notes Scheduled for December 25, 2019)

**Priority 4-** Declined, Committed, Apparel and Pending Being Resigned Groups

## Lead Statuses

### **Declined- Merged with Other Group**

This status is used when you decline a group like a football team and then create an alternate group in the same school with a different name. This helps limit clutter in each school.

### **Declined-Cadence-**

This status is used on all groups that you have declined due to cadence. (ie ghosted attempts)

### **Declined- Presentation**

This status is used when you have made a presentation at any point in the sales process and the group never signed up or declined to work with us.

### **Pending- Process 90-**

This status is used when a group asks you to call them in a different season or the group asks you to follow up more than 90 days out. You will schedule the follow up note for that time and change the pending group to this status.