

Sheet1

| CODE,(DESC,C,25 | Y_CODE,(N_CODE,(C_CODE,(PARA,M | | | |
|---------------------------------|--------------------------------|-------|-------|--|
| IN001 Introduce Wonder Widget | | | | |
| FE001 Features - Wonder Widget | WWSET | WWSET | WWSET | |
| CL001 Closing, Make Appointment | | | | |
| WWOP Wonder Widget Script Open | WWY01 | WWN01 | WWY01 | |
| WWY01 Yes - Right Person | WWY02 | WWN02 | WWY02 | |
| WWY02 Yes - Unhappy with A.W. | FE001 | WWOPN | WWSET | |
| WWSE Yes - Make Appointment | WWOPN | WWOPN | WWOPN | |
| WWN01 No - Wrong person | WWOPN | WWOPN | WWOPN | |
| WWN02 No - A.W. OK | WWY02 | WWY02 | WWY02 | |
| GPTNK General Purpose Thank-You | | | | |