



Adjustable calendar, one legal bound

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Document issued on 24/09/2026

Fictional document

Fictional document — demonstration example

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Fictional document, produced for demonstration. **Everything is adjustable except one thing, and that thing is not yours to set.**

Your calendar, adjustable by segment

Segment	Follow-ups	Rhythm	Result
Standard	3	5, 12 and 25 days	—
Accounts above €50,000	4	5, 12, 25 and 40 days	3 deals on the 4th contact

The bound no mandate lifts

Situation	Basis	Reach
A person's objection to being approached	GDPR art. 21 — absolute right in direct marketing	All channels, whole catalogue, no time limit

It is the only prohibition of its kind in the agent's operation. No setting, no mandate, no commercial urgency works around it.

The two kinds of refusal, distinguished

What the person says	Effect	Does the account stay reachable?
"No thank you" on an offer	That offer is closed	Yes, for another — on THEIR initiative
"Do not contact me again"	Everything is closed	No

Since the refusal is **shared across all salespeople**, the case of the prospect approached on three channels in eight days has not recurred.

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