Adjustable calendar, one legal bound

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Fictional document

> **Fictional document — demonstration example**
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> **Fictional document**, produced for demonstration. **Everything is adjustable — except the right to object, which the law places above any mandate and which protects your reputation as much as the person.**

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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