Morning watch — 4 flags

LINDBERGH FORMATION — 16 rue de Maillé, 91310 Montlhéry, France · Companies register (RCS) Evry 817 946 114

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Fictional document — demonstration example

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Fictional document, produced for demonstration. **The first two flags have a date; the other two do not.** That is what sets the chase intervals, rather than any apparent order of importance.

#	Flag	What triggered it	Deadline	At stake	Recipient
1	Purchase order ceiling passed	32 days booked against 27 ordered	**Grows daily**	**5 uncovered days**	Engagement director + partner
2	Framework renewing on 2022 rates	Notice period	**14 days**	2 rate revisions lost	Partner
3	Consultant on 2 engagements the same day	Plan for the week of 17/08	**10 days**	2 clients	Resourcing
4	4 accounts silent for 5 months	Last CRM trace	—	2nd-largest by revenue	Lead partners

> **The fourth flag has no deadline, which is what makes it invisible.** A quiet account triggers nothing: no date, no overdue invoice, no alert. It only appears if somebody counts the days of silence.

Flag 4 — the four accounts

Account	Last contact	Days silent	Revenue, 12 months	Live engagement?
Groupe Aubel	06/03/2026	154	**2nd in the firm**	No
Mareuil Distribution	19/02/2026	169	6th	No
Loiret Services	28/02/2026	160	11th	No
Verne Habitat	11/03/2026	149	4th	**Yes**

> **The last account has a live engagement and no commercial contact for five months.** That is not the same as the other three: there are people at the client, but nobody from the firm has talked about anything other than the current work.

Proposed chases

Flag	Without action	Then
1 and 3	Reminder at 24 h	Partner at 48 h
2 and 4	Reminder at 72 h	Partner at 7 days
All	—	Weekly summary, by account

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