```json
{
  "schema": "PitchProX Master Cache v4.0",
  "cache_policy": "LRU 1M calls / 30-day TTL",
  "lead_types": [
    {
      "id": "L001",
      "name": "FSBO",
      "description": "For-Sale-By-Owner",
      "objection_tree": [
        {"layer": 1, "statement": "We're doing this on our own.", "type": "Relationship/Control", "response": "Totally fair — I'm just offering a second set of eyes.", "emotional_tag": "Guarded"},
        {"layer": 2, "statement": "We had agents call already.", "type": "Saturation", "response": "I get it — I'm not calling to list, just to give clarity.", "emotional_tag": "Annoyed"},
        {"layer": 3, "statement": "We're getting some traction already.", "type": "Pride", "response": "Love the progress — want to pressure-test your strategy?", "emotional_tag": "Curious"},
        {"layer": 4, "statement": "We'll think about it later.", "type": "Timing", "response": "Perfect — I'll plant the seed and circle back if timing shifts.", "emotional_tag": "Hesitant"},
        {"layer": 5, "statement": "Not interested.", "type": "Dismissive", "response": "Understood — I'll stay on your radar for when it feels right.", "emotional_tag": "Closed"}
      ],
      "trust_cues": {
        "initial": 25,
        "triggers": [
          {"t": 15, "action": "empathy_prompt", "delta": 40},
          {"t": 60, "action": "social_proof", "delta": 25},
          {"t": 120, "action": "urgency_scarcity", "delta": 15}
        ],
        "thresholds": {"low": 40, "medium": 70, "high": 90}
      },
      "emotional_tags": ["Guarded", "Curious", "Engaged", "Hesitant", "Annoyed", "Confident", "Doubtful", "Excited", "Burned", "Hopeful"],
      "pacing": {"intro_max_words": 25, "pause_after_objection": 1.5, "close_ask": "soft"},
      "fallback": "F001_Empathy_Script"
    },
    {
      "id": "L002",
      "name": "Expired Listing",
      "description": "Recently expired MLS",
      "objection_tree": [
        {"layer": 1, "statement": "We're still with our agent.", "type": "Relationship", "response": "Totally fair — just offering a second set of eyes.", "emotional_tag": "Loyal"},
        {"layer": 2, "statement": "We're not ready to talk.", "type": "Timing", "response": "Understood — I'll plant a seed for when timing feels right.", "emotional_tag": "Fatigue"}
      ],
      "trust_cues": {"initial": 20, "triggers": [{"t": 20, "action": "validate_frustration", "delta": 35}]},
      "emotional_tags": ["Fatigue", "Loyal", "Curious", "Hopeful"],
      "pacing": {"intro_max_words": 30, "close_ask": "soft"},
      "fallback": "F002_Validate_Fatigue"
    },
    /* … repeat for L003-L015 (Absentee Owner, Pre-Expired Lease, Probate, REO, Circle
Prospecting, Just Listed, Sphere of Influence, Teardown, Expiring Mortgage, Open House
Buyer, REO Manager, Expired Mortgage, Professional Referrals) with identical structure */
```

```json
    {
      "id": "L015",
      "name": "Professional Referrals",
      "description": "Attorney/CPA networks",
      "objection_tree": [
        {"layer": 1, "statement": "We already refer to someone.", "type": "Loyalty", "response":
"Totally fair — just exploring alignment.", "emotional_tag": "Professional"}
      ],
      "trust_cues": {"initial": 70, "triggers": [{"t": 10, "action": "credential_drop", "delta": 15}]},
      "emotional_tags": ["Professional", "Curious", "Diplomatic"],
      "pacing": {"intro_max_words": 20, "close_ask": "appointment"},
      "fallback": "F015_Credential_First"
    }
  ],
  "memory_cache": {
   "LRU_size": 1_000_000,
   "TTL_days": 30,
   "variation_engine": {
     "seed": "{{call_id}}",
     "variants": 5,
     "rule": "rotate every 3rd identical prompt"
   }
  },
  "timestamp_prompt_template": {
   "id": "{{prompt_id}}",
   "text": "{{prompt_text}}",
   "timestamp": "{{call_time}}",
   "speaker": "Agent",
   "layer": "{{objection_layer}}"
  },
  "developer_notes": [
   "Load with `python seed_cache.py --file cache.json`",
   "Query via `/api/cache/lead/{type}`",
   "All timestamps in ISO-8601",
   "Emotional tags auto-updated by sentiment model"
  ]
}
```