

Group History Report

Date Range: April 1, 2006 to April 14, 2006

Summary for All Groups

	Total	Attachment	Call Completed	E-mail Sent	Meeting Held	Opportunity Stage Update	To-do Done
Total	21	1	4	1	4	8	3
Customers	12	0	4	0	2	3	3
Prospects	9	1	0	1	2	5	0

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Customers

Total Histories	Call Completed	Meeting Held	Opportunity Stage	To-do Done
12	4	2	3	3

Company	Contact	Type	Regarding & Details	Record Manager
Saturday, April 01, 2006				
Best Lender Financing	Benny Lender	To-do Done	Responded to e-mail	Melissa Pearce
Sunday, April 02, 2006				
Willis Enterprises	Bill Willis	To-do Done	Responded to e-mail	Allison Mikola
Tuesday, April 04, 2006				
Willis Enterprises	Bill Willis	Call Completed	Schedule a meeting	Allison Mikola
Thursday, April 06, 2006				
Ace Pet Store	Sandy Ryan	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 10%	Chris Huffman
Dittmeier Delights	Liz Dittmeier	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 10%	Chris Huffman
Goldfish Records	Annette Sharkey	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 90%	Chris Huffman
Friday, April 07, 2006				
Best Lender Financing	Benny Lender	Call Completed	Schedule a meeting See if questions were answered by website. Suggest sampler. Mention referral bonuses.	Allison Mikola
Continental Energy	Herman Getter	Meeting Held	Presentation Company likes new sweetener products!	Allison Mikola
Saturday, April 08, 2006				
Ace Pet Store	Colleen McCarthy	To-do Done	Check Delivery Status	Ernst Anderson
Thursday, April 13, 2006				
MiniSoft	Anthony Federici	Meeting Held	Tennis at the club	Chris Huffman
Sewing Room;The	Danielle Middlebury	Call Completed	Follow up Follow up regarding Truffle Cake order.	Chris Huffman
Yellow Jersey Bike Shop	Lance J. Parker	Call Completed	Follow-up	Chris Huffman

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Prospects

Total Histories	Attachment	E-mail Sent	Meeting Held	Opportunity Stage
9	1	1	2	5

Company	Contact	Type	Regarding & Details	Record Manager
Monday, April 03, 2006				
Arcadia Ave. Florist	Gavin Dillerstone	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Needs Assessment 10%	Chris Huffman
Quality Motors	Julie Britton	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Needs Assessment 10%	Chris Huffman
Wednesday, April 05, 2006				
A1 Services of UK	Ann Goodall	E-mail Sent	Subject: tEST Hi Ann,	Chris Huffman
A1 Services of UK	Ann Goodall	Attachment	pEWAUKEE mEETING Subject: TEst with attachment	Chris Huffman
Thursday, April 06, 2006				
ABS Garages Ltd	Ania Dawson	Opportunity Stage Update	Special Promotion - ACT! Sales Cycle: Needs Assessment 80%	Chris Huffman
Arcadia Ave. Florist	Gavin Dillerstone	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Presentation 40%	Chris Huffman
County Tennis Supplies	Chris Burn	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 10%	Chris Huffman
Monday, April 10, 2006				
Mad House;The Verge Records	Greg Hart Paul Henderson	Meeting Held Meeting Held	Discuss new product features Discuss new product features	Ernst Anderson Ernst Anderson