

History Report

Date Range: April 3, 2006 to April 7, 2006

Summary by User

	Total	Attachment	Call Completed	Call Received	E-mail Sent	Field Changed	Meeting Held	Opportunity Stage Update	To-do Done
Total	19	1	3	1	1	1	2	9	1
Allison Mikola	3	0	2	0	0	0	1	0	0
Chris Huffman	16	1	1	1	1	1	1	9	1

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Allison Mikola

Total Histories	Call Completed	Meeting Held
3	2	1

Company	Contact	Type	Regarding & Details
Tuesday, April 04, 2006			
Willis Enterprises	Bill Willis	Call Completed	Schedule a meeting
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.
Continental Energy	Herman Getter	Meeting Held	Presentation Company likes new sweetener products!

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Chris Huffman

Total Histories	Attachment	Call Completed	Call Received	E-mail Sent	Field Changed	Meeting Held	Opportunity Stage	To-do Done
16	1	1	1	1	1	1	9	1

Company	Contact	Type	Regarding & Details
Monday, April 03, 2006			
Arcadia Ave. Florist	Gavin Dillerstone	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Needs Assessment 10%
CH Gourmet Gifts	Chris Huffman	Call Completed	Customer follow-up - Sam Jones Resolved issue
Coffee Producers of Australia	Morgan Kennedy	Call Received	Reseller status Morgan called to see if we would consider her shop as a reseller.
Quality Motors	Julie Britton	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Needs Assessment 10%
Wednesday, April 05, 2006			
A1 Services of UK	Ann Goodall	E-mail Sent	Subject: tEST Hi Ann,
A1 Services of UK CH Gourmet Gifts	Ann Goodall Chris Huffman	Attachment To-do Done	pEWAUKEE mEETING Subject: TESt with attachment Send a quote to Mike J.
Thursday, April 06, 2006			
ABS Garages Ltd	Ania Dawson	Opportunity Stage Update	Special Promotion - ACT! Sales Cycle: Needs Assessment 80%
Ace Pet Store	Sandy Ryan	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 10%
Arcadia Ave. Florist CH Gourmet Gifts	Gavin Dillerstone Chris Huffman	Opportunity Stage Update Meeting Held	New Opportunity - ACT! Sales Cycle: Presentation 40% Interview candidate for sales position Extensive experience in sales
County Tennis Supplies	Chris Burn	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 10%
Dittmeier Delights	Liz Dittmeier	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 10%

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Chris Huffman

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Thursday, April 06, 2006			
Django Consulting	Michaela J. Zip	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Commitment to Buy 10%
Goldfish Records	Annette Sharkey	Opportunity Stage Update	New Opportunity - ACT! Sales Cycle: Sales Fulfillment 90%
Friday, April 07, 2006			
Coffee Producers of Australia	Morgan Kennedy	Field Changed	ID/Status - Reseller
