

# Opportunity Activity Report

Date Range: March 1, 2006 to March 31, 2006

	New	Updated	Won
Total	15	3	3
Allison Mikola	10	3	2
Ernst Anderson	5	0	1

# Opportunity Activity Report

Date Range: March 1, 2006 to March 31, 2006

## Allison Mikola

Total Activity	New	Updated	Won
15	10	3	2

Company	Contact	Date	Regarding & Details
<b>New</b>			
Ace Pet Store	Colleen McCarthy	3/28/2006	Point of Purchase Display - ACT! Sales Cycle: Initial Communication 10%
American Dreams	Hayleigh Frieda	3/28/2006	Online catalog - ACT! Sales Cycle: Initial Communication 10%
Brandee's Bakery	Mackenzie Jensen	3/28/2006	Initial order for bakery ACT! Sales Cycle Initial Communication 10% Tuesday, March 02, 2004 2:07:39 PM
Continental Energy	Herman Getter	3/28/2006	Employee gifts - ACT! Sales Cycle: Initial Communication 10%
MegaGadgets Catalog Co.	Ethan Campbell	3/28/2006	MegaGadgets Catalog Gift Basket section - ACT! Sales Cycle: Initial Communication 10%
Mix Alliance	Brian David	3/28/2006	Corporate Gifts for clients ACT! Sales Cycle Initial Communication 10% Tuesday, March 02, 2004 1:09:43 PM
Modern Electric Supply	Thomas Andrews	3/28/2006	Corporate Gifts - ACT! Sales Cycle: Initial Communication 10%
SimAero	Bruce Baker	3/28/2006	Customer Appreciation - ACT! Sales Cycle: Initial Communication 10%
Tiny Town Productions	Ashley Allan	3/28/2006	Gift Baskets for Advertisers - ACT! Sales Cycle: Initial Communication 10%
Verge Records	Theodore Barrett Jr	3/28/2006	Gifts for Clients and Talent - ACT! Sales Cycle: Initial Communication 10%
<b>Updated</b>			
Ace Pet Store	Colleen McCarthy	3/28/2006	Point of Purchase Display - ACT! Sales Cycle: Needs Assessment 25%
Ace Pet Store	Colleen McCarthy	3/28/2006	Point of Purchase Display - ACT! Sales Cycle: Presentation 40%
Boomer's Artworx	Emily Dunn	3/28/2006	Coffee Service - ACT! Sales Cycle: Presentation 40%
<b>Won</b>			
Circle Photography	Jonathan Jenkins	3/21/2006	New Opportunity Closed - Won Monday, June 27, 2005 7:05:31 PM
Continental Energy	Herman Getter	3/28/2006	Employee gifts Closed - Won

# Opportunity Activity Report

Date Range: March 1, 2006 to March 31, 2006

## Ernst Anderson

Total Activity	New	Won
6	5	1

Company	Contact	Date	Regarding & Details
<b>New</b>			
Brandee's Bakery	Liz Dittmeier	3/28/2006	Monthly Order 1 - ACT! Sales Cycle: Initial Communication 10%
Brandee's Bakery	Liz Dittmeier	3/28/2006	Monthly Order 2 - ACT! Sales Cycle: Initial Communication 10%
Interactive Gifts	Chris Fierros	3/28/2006	Initial order for retail shop - ACT! Sales Cycle: Initial Communication 10%
KKQS Radio	Bill Craig	3/28/2006	Coffee Service - ACT! Sales Cycle: Initial Communication 10%
KKQS Radio	Bill Craig	3/28/2006	Coffee Service - Quarterly order 2 - ACT! Sales Cycle: Initial Communication 10%
<b>Won</b>			
Brandee's Bakery	Liz Dittmeier	3/28/2006	Monthly Order 1 - Closed - Won