Contacts by State by ID/Status Summary

Date Range: After May 1, 2012

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Summary by State	Total	Consultant	Consultants	Customer	Customer;Decision Maker;Friend	Customer;Friend	Customer;Influencer
Total	129	6	4	33	1	3	2
AL	1	0	0	0	0	0	0
AZ	17	0	4	8	0	0	0
CA	26	0	0	4	0	1	0
CO	1	0	0	1	0	0	0
CT	1	0	0	1	0	0	0
DC	3	0	0	1	0	0	0
FL	3	0	0	1	0	0	0
GA	3	0	0	0	0	0	0
ID	3	0	0	2	0	0	1
IL	2	0	0	1	0	0	0
KS	1	0	0	0	0	0	0
LA	3	0	0	1	0	0	0
MI	1	0	0	1	0	0	0
MN	3	0	0	0	0	0	0
MT	2	0	0	0	0	0	0

Customer;Vendor	Employee	Friend	Friend;Customer	Friend;Influencer;Prospect	Friend;Prospect	Friend;Reseller	Gate Keeper	Influencer;Customer	Influencer;Prospect
1	10	1	1	1	1	1	2	1	6
0	0	0	0	0	0	0	0	0	0
0	0	1	1	0	0	0	0	0	0
0	0	0	0	0	0	0	0	1	1
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	1
0	0	0	0	0	0	0	0	0	0

Influencer;Vendor	No ID/Status Listed	Prospect	Prospect;Vendor	Vendor
1	2	49	2	1
0	0	1	0	0
0	0	3	0	0
0	1	17	1	0
0	0	0	0	0
0	0	0	0	0
0	0	2	0	0
0	0	2	0	0
0	0	3	0	0
0	0	0	0	0
0	0	1	0	0
0	0	1	0	0
0	0	2	0	0
0	0	0	0	0
0	0	2	0	0
0	0	2	0	0

	Total	Consultant	Consultants	Customer	Customer;Decision Maker;Friend	Customer;Friend	Customer;Influencer
NJ	2	0	0	0	1	0	0
No State Listed	4	0	0	0	0	0	0
NY	20	0	0	2	0	1	1
OH	1	0	0	0	0	0	0
OK	1	0	0	1	0	0	0
OR	9	0	0	7	0	0	0
PA	1	0	0	0	0	0	0
TN	1	0	0	0	0	0	0
TX	13	6	0	1	0	1	0
VA	1	0	0	0	0	0	0
WA	6	0	0	1	0	0	0

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Customer;Vendor	Employee	Friend	Friend;Customer	Friend;Influencer;Prospect	Friend;Prospect	Friend;Reseller	Gate Keeper	Influencer;Customer	Influencer;Prospect
0	0	0	0	0	0	1	0	0	0
0	0	0	0	0	0	0	0	0	0
0	10	0	0	0	0	0	0	0	2
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
1	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	0	0	0	0	0	0
0	0	0	0	1	0	0	0	0	1
0	0	0	0	0	1	0	0	0	0
0	0	0	0	0	0	0	2	0	1

Influencer;Vendor	No ID/Status Listed	Prospect	Prospect;Vendor	Vendor
0	0	0	0	0
0	1	2	0	1
0	0	4	0	0
0	0	1	0	0
0	0	0	0	0
0	0	0	1	0
1	0	0	0	0
0	0	1	0	0
0	0	3	0	0
0	0	0	0	0
0	0	2	0	0