Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

AllContacts

Total Histories	Meeting Held	New Opportunity	Opportunity Stage	To-do Done
12	2	2	2	6

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Saturday, March 10, 2012				
AVB Enterprises	Suzie Lee	Meeting Held	Demonstration	Chris Huffman
Wednesday, March 14, 2012				
A1 Services of UK	Ann Goodall	To-do Done	Check Credit and Set Up New Account	Juliette Rosseux
A1 Services of UK	Ann Goodall	To-do Done	Send New Customer Packet	Melissa Pearce
Quality Motors	Julie Britton	Opportunity Stage Update	Garage - ACT! Sales Cycle: Needs Assessment 25%	Chris Huffman
Thursday, March 15, 2012				
Django Consulting	Dan Minnick	To-do Done	AS-Send New Customer Packet	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Change ID/Status to Customer	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Send Thank You Letter for First Order	Chris Huffman
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Jake Flakes Inc.	Bella Minoal	New Opportunity	Mixing Room - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Thursday, March 29, 2012				
Studio Designs	Lucy Connor	Opportunity Stage Update	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Customers

Total Histories	Meeting Held	New Opportunity	Opportunity Stage	To-do Done
12	2	2	2	6

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Saturday, March 10, 2012				
AVB Enterprises	Suzie Lee	Meeting Held	Demonstration	Chris Huffman
Wednesday, March 14, 2012				
A1 Services of UK	Ann Goodall	To-do Done	Check Credit and Set Up New Account	Juliette Rosseux
A1 Services of UK	Ann Goodall	To-do Done	Send New Customer Packet	Melissa Pearce
Quality Motors	Julie Britton	Opportunity Stage Update	Garage - ACT! Sales Cycle: Needs Assessment 25%	Chris Huffman
Thursday, March 15, 2012				
Django Consulting	Dan Minnick	To-do Done	AS-Send New Customer Packet	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Change ID/Status to Customer	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Send Thank You Letter for First Order	Chris Huffman
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Jake Flakes Inc.	Bella Minoal	New Opportunity	Mixing Room - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Thursday, March 29, 2012				
Studio Designs	Lucy Connor	Opportunity Stage Update	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Customers without email addresses

Total Histories	Meeting Held	New Opportunity	Opportunity Stage	To-do Done
11	1	2	2	6

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Wednesday, March 14, 2012				
A1 Services of UK	Ann Goodall	To-do Done	Check Credit and Set Up New Account	Juliette Rosseux
A1 Services of UK	Ann Goodall	To-do Done	Send New Customer Packet	Melissa Pearce
Quality Motors	Julie Britton	Opportunity Stage Update	Garage - ACT! Sales Cycle: Needs Assessment 25%	Chris Huffman
Thursday, March 15, 2012				
Django Consulting	Dan Minnick	To-do Done	AS-Send New Customer Packet	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Change ID/Status to Customer	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Send Thank You Letter for First Order	Chris Huffman
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Jake Flakes Inc.	Bella Minoal	New Opportunity	Mixing Room - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Thursday, March 29, 2012				
Studio Designs	Lucy Connor	Opportunity Stage Update	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Customers-AsiaPac

Total Histories	To-do Done
3	3

Company	Contact	Type	Regarding & Details	Record Manager
Thursday, March 15, 2012				
Django Consulting	Dan Minnick	To-do Done	AS-Send New Customer Packet	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Change ID/Status to Customer	Chris Huffman
Django Consulting	Dan Minnick	To-do Done	AS-Send Thank You Letter for First Order	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Customers-European

Total Histories	Opportunity Stage	To-do Done
4	2	2

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 14, 2012				
A1 Services of UK	Ann Goodall	To-do Done	Check Credit and Set Up New Account	Juliette Rosseux
A1 Services of UK	Ann Goodall	To-do Done	Send New Customer Packet	Melissa Pearce
Quality Motors	Julie Britton	Opportunity Stage Update	Garage - ACT! Sales Cycle: Needs Assessment 25%	Chris Huffman
Thursday, March 29, 2012				
Studio Designs	Lucy Connor	Opportunity Stage Update	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Customers-ONE Component

Total Histories	Meeting Held	New Opportunity	Opportunity Stage	To-do Done
7	1	1	2	3

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Wednesday, March 14, 2012				
A1 Services of UK	Ann Goodall	To-do Done	Check Credit and Set Up New Account	Juliette Rosseux
A1 Services of UK	Ann Goodall	To-do Done	Send New Customer Packet	Melissa Pearce
Quality Motors	Julie Britton	Opportunity Stage Update	Garage - ACT! Sales Cycle: Needs Assessment 25%	Chris Huffman
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Thursday, March 29, 2012				
Studio Designs	Lucy Connor	Opportunity Stage Update	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Customers-USA

Total Histories	Meeting Held	New Opportunity	To-do Done
5	2	2	1

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Saturday, March 10, 2012				
AVB Enterprises	Suzie Lee	Meeting Held	Demonstration	Chris Huffman
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Jake Flakes Inc.	Bella Minoal	New Opportunity	Mixing Room - ACT! Sales Cycle Initial Communication 10%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Friends

Total Histories	Meeting Held
2	2

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Saturday, March 10, 2012				
AVB Enterprises	Suzie Lee	Meeting Held	Demonstration	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Hot Opportunities

Total Histories	Meeting Held	New Opportunity	Opportunity Stage	To-do Done
6	1	1	1	3

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Wednesday, March 14, 2012				
A1 Services of UK	Ann Goodall	To-do Done	Check Credit and Set Up New Account	Juliette Rosseux
A1 Services of UK	Ann Goodall	To-do Done	Send New Customer Packet	Melissa Pearce
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Thursday, March 29, 2012				
Studio Designs	Lucy Connor	Opportunity Stage Update	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Key Contacts

Total Histories	New Opportunity	To-do Done
2	1	1

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Recently Edited Contacts

Total Histories	Meeting Held	New Opportunity	Opportunity Stage	To-do Done
12	2	2	2	6

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Corleone's Pasta Company	Morty Manicotti	Meeting Held	Lunch Meeting	Allison Mikola
Saturday, March 10, 2012				
AVB Enterprises	Suzie Lee	Meeting Held	Demonstration	Chris Huffman
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A1 Services of UK	Ann Goodall	To-do Done	Check Credit and Set Up New Account	Juliette Rosseux
A1 Services of UK	Ann Goodall	To-do Done	Send New Customer Packet	Melissa Pearce
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Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Jake Flakes Inc.	Bella Minoal	New Opportunity	Mixing Room - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Thursday, March 29, 2012				
Studio Designs	Lucy Connor	Opportunity Stage Update	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%	Chris Huffman

Group Contact History Report

Date Range: March 1, 2012 to March 31, 2012

Upcoming Opportunities

Total Histories	New Opportunity	To-do Done
2	1	1

Company	Contact	Type	Regarding & Details	Record Manager
Wednesday, March 07, 2012				
Brandee's Bakery	Mackenzie Jensen	To-do Done	Place quarterly order	Chris Huffman
Sunday, March 18, 2012				
Brandee's Bakery	Liz Dittmeier	New Opportunity	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman