Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Allison Mikola: 23 Opportunities Totaling $178,000.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
1. Initial Communication: 8 Opportunities Totaling $71,000.00						
5/31/2012	Brock, Lathers and Freedman	Dr. Deiter Brock	Brock, Lathers and Freedman-Cook Islands Office	336	10%	$7,500.00
5/31/2012	Corleone's Pasta Company	Morty Manicotti	Corleone's Pasta-New restaurant in AZ	336	10%	$7,500.00
5/31/2012	Duke Industries	Nathan Cutting Brittles	Duke Industries-Central California Facility	336	10%	$12,000.00
6/20/2012	Duke Industries	Kirby York	Duke Industries-West Texas Overhaul	335	10%	$12,000.00
6/20/2012	Golf Greens Extraordinaire	Ty Webb	Golf Greens Extraordinaire-Greens	335	10%	$12,000.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Allison Mikola: 23 Opportunities Totaling $178,000.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
1. Initial Communication: 8 Opportunities Totaling $71,000.00						
6/30/2012	Dittmeier Delights	Liz Dittmeier	Dittmeier Delights-Bakery	336	10%	$5,000.00
6/30/2012	Duke Industries	Nathan Cutting Brittles	Duke Industries-Northern California Replacement	336	10%	$7,500.00
6/30/2012	Duke Industries	Stony Brooke	Duke Industries-South Central Ops	336	10%	$7,500.00
1. Service Site Visit: 1 Opportunities Totaling $2,000.00						
5/18/2012	Brandee's Bakery	Mackenzie Jensen	Brandee's Bakery-SC	368	25%	$2,000.00
2. Needs Assessment: 3 Opportunities Totaling $10,000.00						
5/31/2012	Circle Photography	Jonathan Jenkins	Circle Photography-Dallas Office Upgrade	356	25%	$5,000.00
6/20/2012	Duke Industries	Kirby York	Duke Industries-West Texas	335	25%	$2,500.00
6/30/2012	Continental Energy	Herman Getter	Continental Energy-Wind Tunnel	336	25%	$2,500.00
3. Presentation: 2 Opportunities Totaling $12,500.00						
4/30/2012	Brandee's Bakery	Mackenzie Jensen	Brandee's Bakery-Parts for Bakery	368	40%	$500.00
5/31/2012	Duke Industries	Nathan Cutting Brittles	Duke Industries-Northern California Facility	336	40%	$12,000.00
4. Negotiation: 8 Opportunities Totaling $70,500.00						
5/18/2012	Brandee's Bakery	Mackenzie Jensen	Brandee's Bakery-Warehouse	368	65%	$12,000.00
5/31/2012	Continental Detective Agency	John Guild	Continental Detective Agency-Expansion of their operations	356	65%	$12,000.00
5/31/2012	Continental Energy	Herman Getter	Continental Energy-Oilfield Offices	356	65%	$2,500.00
6/20/2012	Duke Industries	Marion Morrison	Duke Industries-Office Upgrade	335	65%	$12,000.00
6/20/2012	Duke Industries	Marion Morrison	Duke Industries-Santa Monica Warehouse	335	65%	$4,000.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Allison Mikola: 23 Opportunities Totaling $178,000.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
4. Negotiation: 8 Opportunities Totaling $70,500.00						
6/20/2012	Duke Industries	Rockwell Torrey	Duke Industries-Expanding to Texas	335	65%	$4,000.00
6/20/2012	Finch Legal Aid	Jean Louise Finch	Finch Legal Aid-Half Way Houses	335	65%	$12,000.00
6/30/2012	Continental Energy	Herman Getter	Continental Energy-Design Facilities	336	65%	$12,000.00
5. Commitment to Buy: 1 Opportunities Totaling $12,000.00						
5/31/2012	Continental Detective Agency	John Guild	Continental Detective Agency-Butte Offices	336	80%	$12,000.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Chris Huffman: 34 Opportunities Totaling $331,000.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
1. Initial Communication: 11 Opportunities Totaling $83,000.00						
4/30/2012	American Dreams	Kristi Cameron	American Dreams-Allen Additional Component	368	10%	$2,500.00
4/30/2012	Brandee's Bakery	Liz Dittmeier	Brandee's Bakery-Idaho City Expansion	368	10%	$12,000.00
4/30/2012	Coffee Producers of Australia	Morgan Kennedy	Coffee Producers-Replacement Parts for Older Facilities	371	10%	$2,500.00
4/30/2012	Liberty Savings & Loan	George Bailey	Liberty S&L-NY Operations	356	10%	$12,000.00
5/18/2012	Brandee's Bakery	Liz Dittmeier	Brandee's Bakery-Replacement Parts	368	10%	$1,500.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Chris Huffman: 34 Opportunities Totaling $331,000.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
1. Initial Communication: 11 Opportunities Totaling $83,000.00						
5/31/2012	Hospital de la Gente	Silvia Carlini	Hospital de la Gente-Main Office 2nd Upgrade	356	10%	$4,000.00
5/31/2012	Taylor Street Protection Agency	Don Delgetti	Taylor Street Protection-Agency Upgrade	336	10%	$5,000.00
5/31/2012	Widget Corporation	Max Headlong	Widget Corporation-Main Offices	336	10%	$12,000.00
5/31/2012	Yellow Jersey Bikes	Wilhelm Loke	YJBikes-California Warehouse Trials	336	10%	$12,000.00
6/30/2012	A1 Services of UK	Ann Goodall	A1 Services of UK-Expansion	336	10%	$7,500.00
6/30/2012	Mandrake Think Tank	Buck Turgidson	Mandrake Think Tank-DC	336	10%	$12,000.00
2. Needs Assessment: 3 Opportunities Totaling $24,500.00						
4/30/2012	American Dreams	Kristi Cameron	American Dreams-Allen Store	368	25%	$12,000.00
6/30/2012	SimAero	Bruce Baker	SimAero-Main Office	336	25%	$7,500.00
6/30/2012	Widget Corporation	James Finlay	Widget Corporation-Manufacturing	336	25%	$5,000.00
3. Presentation: 11 Opportunities Totaling $129,000.00						
4/30/2012	Green Plastics	Ben Braddock	Green Plastics-LA Office	375	40%	$14,000.00
4/30/2012	Green Plastics	Mr. Joe McGuire	Green Plastics-LA Office	375	40%	$14,000.00
4/30/2012	Green Plastics	Eric Johnson	Green Plastics-LA Office	375	40%	$14,000.00
5/31/2012	Mercury Production Management	Albert Barry	Mercury Production Mgmt-Home Office Service	356	40%	$2,000.00
5/31/2012	Robertson Joinery	Julie Miles	Robertson Joinery-European Office	336	40%	$12,000.00
5/31/2012	Yellow Jersey Bikes	Brian David	YJBikes-Louisiana Dock	341	40%	$24,000.00
6/30/2012	Bodega's Bodacious Birds	Mitch Brenner	Bodega's Birds-Corporate Headquarters	336	40%	$8,000.00
6/30/2012	Spin Recording Studios	Anthony Keltie	Spin Recording Studios-Press Room	336	40%	$12,000.00
6/30/2012	Studio Designs	Lucy Connor	Studio Designs-Cheshire Warehouse	336	40%	$5,000.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Chris Huffman: 34 Opportunities Totaling $331,000.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
3. Presentation: 11 Opportunities Totaling $129,000.00						
6/30/2012	Taylor Street Protection Agency	Frank Bullit	Taylor Street Protection-Agency	336	40%	$12,000.00
6/30/2012	Willis Enterprises	Bill Willis	Willis Enterprises-Rocky Mountain Office	336	40%	$12,000.00
4. Negotiation: 7 Opportunities Totaling $84,000.00						
4/30/2012	Great Northern Coffee	Tommy Morgan	Great Northern Coffee-St Paul	356	65%	$12,000.00
4/30/2012	Great Northern Coffee	Louis Hill	Great Northern Coffee-St Paul	356	65%	$12,000.00
4/30/2012	Great Northern Coffee	James Hill	Great Northern Coffee-St Paul	356	65%	$12,000.00
5/17/2012	Yellow Jersey Bikes	Lance Parker	YJBikes-Texas Operations	369	65%	$12,000.00
5/17/2012	Yellow Jersey Bikes	Wilhelm Loke	YJBikes-Texas Operations	369	65%	$12,000.00
5/17/2012	Yellow Jersey Bikes	Ethan Campbell	YJBikes-Texas Operations	369	65%	$12,000.00
5/31/2012	Brandee's Bakery	Liz Dittmeier	Brandee's Bakery-Boise Expansion	356	65%	$12,000.00
5. Commitment to Buy: 1 Opportunities Totaling $8,000.00						
5/31/2012	Captains of Industry	UR Powerful	COI-Upgrade for Houston	368	80%	$8,000.00
6. Sales Fulfillment: 1 Opportunities Totaling $2,500.00						
6/30/2012	Bodega's Bodacious Birds	Mitch Brenner	Bodega's Birds-LA Facilities	336	90%	$2,500.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Ernst Anderson: 17 Opportunities Totaling $94,700.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
1. Initial Communication: 5 Opportunities Totaling $50,500.00						
4/30/2012	Brushy's Golfing World	Paul Brushman	Brushy's Golfing World-New Guinea	368	10%	$2,500.00
6/20/2012	Beautiful Friendship Bar & Grill	Louis Renault	Beautiful Friendship-New Facility	335	10%	$12,000.00
6/20/2012	Burley Internet Communications	Joshua Burley	Burley Internet Communication-North Carolina Plant	335	10%	$12,000.00
6/20/2012	Dulac Electronique et Dcoupe Laser	Frdric Dulac	Dulac Electronique-Toulouse Area	335	10%	$12,000.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Ernst Anderson: 17 Opportunities Totaling $94,700.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
1. Initial Communication: 5 Opportunities Totaling $50,500.00						
6/20/2012	FP Building Supplies	David Purkis	FP Building Supplies-Portable Construction Offices	335	10%	$12,000.00
1. Service Site Visit: 1 Opportunities Totaling $2,000.00						
5/18/2012	Burley Internet Communications	Joshua Burley	Burley Internet Communications-SC for SC	368	25%	$2,000.00
2. Needs Assessment: 6 Opportunities Totaling $21,200.00						
4/30/2012	Boomers Artworx	Richard Harvison	Boomer's Artworx-Replacement Parts for Loft	368	25%	$800.00
4/30/2012	Circle Photography	Sean Duffy	Circle Photography-Office Replacements	368	25%	$400.00
5/18/2012	Boomers Artworx	Richard Harvison	Boomer's Artworx-Loft Update	368	25%	$8,000.00
6/20/2012	Beautiful Friendship Bar & Grill	Louis Renault	Beautiful Friendship-French Operations	335	25%	$4,000.00
6/20/2012	Goldfish Records	Annette Sharkey	Goldfish Records-Pond and Fishery	335	25%	$4,000.00
6/20/2012	Johnson Design & Build Partners	Gareth Cram	Johnson Design & Build-Edinborough Showroom	335	25%	$4,000.00
3. Presentation: 2 Opportunities Totaling $14,500.00						
4/30/2012	Brushy's Golfing World	Paul Brushman	Brushy's Golfing World-New Zealand	368	40%	$12,000.00
6/20/2012	Johnson Design & Build Partners	Gareth Cram	Johnson Design & Build-Edinborough Showroom	335	40%	$2,500.00
4. Negotiation: 2 Opportunities Totaling $6,000.00						
6/20/2012	Burley Internet Communications	Joshua Burley	Burley Internet Communications-South Carolina Operations	335	65%	$2,000.00

Opportunity Funnel

Date Range: April 1, 2012 to July 31, 2012

Ernst Anderson: 17 Opportunities Totaling $94,700.00

Est. Close	Company	Contact	Opportunity Name	Days Open	%	Amount
4. Negotiation: 2 Opportunities Totaling $6,000.00						
6/20/2012	E D Enterprises	Claire Haldane	ED Enterprises-Upgrade	335	65%	$4,000.00
6. Sales Fulfillment: 1 Opportunities Totaling $500.00						
5/18/2012	Brushy's Golfing World	Paul Brushman	Brushy's Golfing World-NSW Upgrade	368	90%	$500.00