

History Report

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

Allison Mikola

| | | |
|------------------------|-----------------------|---------------------|
| Total Histories | Call Completed | Meeting Held |
| 2 | 1 | 1 |

| Company | Contact | Type | Regarding & Details |
|----------------------------------|-----------------|----------------|-----------------------------------|
| Wednesday, March 07, 2012 | | | |
| Corleone's Pasta Company | Morty Manicotti | Meeting Held | Lunch Meeting |
| Friday, March 30, 2012 | | | |
| Wilson Co. | Timothy Hanks | Call Completed | Presentation Tom is interested |

History Report

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

Chris Huffman

| Total Histories | E-mail Sent | Meeting Held | New Opportunity | Opportunity Stage | To-do Done |
|-----------------|-------------|--------------|-----------------|-------------------|------------|
| 12 | 1 | 2 | 3 | 2 | 4 |

| Company | Contact | Type | Regarding & Details |
|----------------------------------|--------------------|--------------------------|---|
| Wednesday, March 07, 2012 | | | |
| Brandee's Bakery | Mackenzie Jensen | To-do Done | Place quarterly order |
| Thursday, March 08, 2012 | | | |
| Green Plastics | Elaine R. Braddock | E-mail Sent | <p>Subject: How TechONE Systems Improve ROI</p> <p>Elaine, I'm sending by courier the data that you requested. You should get it later today.</p> <p>Chris Chris Huffman, CEO CH TechONE Phone: (212) 555-2485 Cell: (212) 555-4784 www.CHTechONE.com</p> |
| Saturday, March 10, 2012 | | | |
| AVB Enterprises | Suzie Lee | Meeting Held | Demonstration |
| Sunday, March 11, 2012 | | | |
| Wilson Co. | Timothy Hanks | Meeting Held | Presentation |
| Wednesday, March 14, 2012 | | | |
| Quality Motors | Julie Britton | Opportunity Stage Update | Garage - ACT! Sales Cycle: Needs Assessment 25% |
| Thursday, March 15, 2012 | | | |
| Django Consulting | Dan Minnick | To-do Done | AS-Send Thank You Letter for First Order |
| Django Consulting | Dan Minnick | To-do Done | AS-Change ID/Status to Customer |
| Django Consulting | Dan Minnick | To-do Done | AS-Send New Customer Packet |

Saturday, March 17, 2012

History Report

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

Chris Huffman

| Company | Contact | Type | Regarding & Details |
|---------------------------------|---------------|--------------------------|--|
| Saturday, March 17, 2012 | | | |
| Liberty Savings & Loan | George Bailey | New Opportunity | NY Operations - ACT! Sales Cycle Initial Communication 10% |
| Sunday, March 18, 2012 | | | |
| Brandee's Bakery | Liz Dittmeier | New Opportunity | New Opportunity - ACT! Sales Cycle Initial Communication 10% |
| Jake Flakes Inc. | Bella Minoal | New Opportunity | Mixing Room - ACT! Sales Cycle Initial Communication 10% |
| Thursday, March 29, 2012 | | | |
| Studio Designs | Lucy Connor | Opportunity Stage Update | Cheshire Warehouse - ACT! Sales Cycle: Presentation 40% |

History Report

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Ernst Anderson

| | |
|----------------------|---------------------|
| Total Histories 1 | New Opportunit 1 |
|----------------------|---------------------|

| Company | Contact | Type | Regarding & Details |
|-------------------------------|---------------|-----------------|---|
| Sunday, March 18, 2012 | | | |
| Harrison & Graham Garages | Ella Harrison | New Opportunity | SC - ACT! Sales Cycle Sales Fulfillment 90% |

History Report

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

Juliette Rosseux

| | |
|-----------------|------------|
| Total Histories | To-do Done |
| 1 | 1 |

| Company | Contact | Type | Regarding & Details |
|----------------------------------|-------------|------------|-------------------------------------|
| Wednesday, March 14, 2012 | | | |
| A1 Services of UK | Ann Goodall | To-do Done | Check Credit and Set Up New Account |

History Report

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

Melissa Pearce

| | |
|-----------------|------------|
| Total Histories | To-do Done |
| 1 | 1 |

| Company | Contact | Type | Regarding & Details |
|----------------------------------|-------------|------------|--------------------------|
| Wednesday, March 14, 2012 | | | |
| A1 Services of UK | Ann Goodall | To-do Done | Send New Customer Packet |
