

Main Address Book

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Agen, George

Williams Consulting
488 Country Club Rd.
Eugene, OR 97402

Office Phone : (541) 555-2451 Fax :

Allan, Ashley

Tiny Town Productions
2131 W. Tiny Rd.
Suite 200
Scottsdale, AZ 85258

Office Phone : (480) 555-2451 Fax : (480) 555-2222

Anderson, Garcia

Searchlight Casting
1965 Golden Rd.
Cumberland Mine
Harrisburg, OR 97446

Office Phone : (480) 555-3764 Fax : (480) 555-8742

Andrews, Dr. Thomas, PhD

Modern Electric Supply
1919 Tecoma Dr.
Tampa, FL 34897

Office Phone : (727) 555-4578 Fax : (727) 555-1482

Baker, Bruce

SimAero
555 Terra Dr.
Building 5
Casa Grande, AZ 85666

Office Phone : (480) 555-2144 Fax : (480) 555-2151

Barrett, Theodore

Verge Records
4589 N. Taylor St.
Suite 50
Bellevue, WA 98006

Office Phone : (206) 555-4414 Fax : (206) 555-4548

Barry, Albert

Mercury Production Management
66 Flash Rd.
Suite 200
Central City, CO 80427

Office Phone : (303) 555-3278 Fax : (303) 555-7733

Cameron, Kristi

Corporate Forms, Ltd.
515 E. Cameron Way
Suite 472
Phoenix, AZ 85001

Office Phone : (480) 555-1245 Fax : (480) 555-2145

Campbell, Ethan

MegaGadgets Catalog Co.
17 N. State St.
Arlington Heights, IL 60005

Office Phone : (312) 555-8452 Fax : (312) 555-4544

Craig, Bill

KKQS Radio
1020 S. Amelia Rd
Suite 200
Tempe, AZ 86213

Office Phone : (480) 555-2146 Fax : (480) 555-9999

Curtis, Jim

Arcadia Ave. Florist
7201 N. Arcadia Ave.
Suite 100
Phoenix, AZ 85251

Office Phone : (602) 555-4412 Fax :

David, Brian

Mix Alliance
1802 Sandstorm Ave.
Suite JS16
Baton Rouge, LA 70831

Office Phone : (225) 555-2154 Fax : (225) 555-4820

Davis, David

R Computer Company
95835 Norton Rd.
Suite 150
Harrisburg, OR 97448

Office Phone : (541) 555-2212 Fax : (541) 555-9899

Dittmeier, Liz

Brandee's Bakery
41169 Alec Lane
Clark, ID 83812

Office Phone : (208) 555-2445 Fax :

Activities - Past And Future

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

History Date Range: 4/1/2006 - 4/30/2006

Activity Date Range: 4/1/2006 - 4/30/2006

Record Manager: Chris Huffman

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Kristi Elmendorf	Black Forest Baking	012-555-54	

ACTIVITIES

4/13/2006 4/13/2006 Call Confirm Shipment

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Chris Fierros	Interactive Gifts	(212) 555-3448	

ACTIVITIES

4/17/2006 4/17/2006 Call Product order

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Chris Huffman	CH Gourmet Gifts	(212) 555-1758	Chris@chgourmetgifts.com

ACTIVITIES

4/5/2006 4/5/2006 Meeting Sales Pipeline Review Concurrence Call
4/6/2006 4/6/2006 Call Customer interview
4/7/2006 4/7/2006 To-do Turn in Weekly status
4/12/2006 4/12/2006 Meeting Sales Pipeline Review Concurrence Call
4/13/2006 4/13/2006 Call Customer interview
4/14/2006 4/14/2006 To-do Turn in Weekly status
4/19/2006 4/19/2006 Meeting Sales Pipeline Review Concurrence Call
4/20/2006 4/20/2006 Call Customer interview
4/21/2006 4/21/2006 To-do Turn in Weekly status
4/24/2006 4/24/2006 To-do Write Article for E-newsletter
4/26/2006 4/26/2006 Meeting Sales Pipeline Review Concurrence Call
4/27/2006 4/27/2006 Call Customer interview
4/28/2006 4/28/2006 To-do Turn in Weekly status

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Jonathan Jenkins	Circle Photography	(214) 555-2215	JonathanJ@circlephoto6.com

ACTIVITIES

4/19/2006 4/19/2006 Call Follow up on the New Opportunity opportunity, Negotiation stage

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Mackenzie Jensen	Brandee's Bakery	(208) 555-2211	

ACTIVITIES

4/3/2006 4/3/2006 To-do Place quarterly order
4/3/2006 4/3/2006 To-do Place quarterly order

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Jackie Jorgensen	Arcadia Ave. Florist	01742 876234	JJ@arcadiaaveflorist.com

ACTIVITIES

4/27/2006 4/27/2006 Call Get the Order

Home Address Book

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Agen, George

Spouse :
201 Coburg Rd.
Eugene, OR 97402

Home Phone :

Allan, Ashley

Spouse : Lee Allan
212121 South Home Dr.
Scottsdale, AZ 85258

Home Phone : (480) 555-5555

Anderson, Garcia

Spouse :
Terrapin Station
1978 Shakedown St.
Harrisburg, OR 97446

Home Phone : (541) 555-6873

Andrews, Dr. Thomas, MD

Spouse : Shelley
4547 Hilbourgh Ave.
Tampa, FL 34897

Home Phone : (813) 555-1982

Baker, Bruce

Spouse : Marie
6834 E. Misho Ln.
Apt 546
Casa Grande, AZ 85666

Home Phone : (520) 555-0642

Barrett, Theodore

Spouse : Marie
13941 Martin Way
1125
Bellevue, WA 98006

Home Phone : (206) 555-1019

Barry, Albert

Spouse : Brandy
88 W. High St.
Central City, CO 80427

Home Phone : (303) 555-7733

Cameron, Kristi

Spouse :
3303 Royce Ct.
Phoenix, AZ 85001

Home Phone : (602) 555-8656

Campbell, Ethan

Spouse : Emma
9 S. Park St.
Arlington Heights, IL 60005

Home Phone : (847) 555-1847

Craig, Bill

Spouse : Pamela
1120 Aidan Rd.
Tempe, AZ 86213

Home Phone : (480) 555-3851

Curtis, Jim

Spouse :
25 Camelhead Ln.
Phoenix, AZ 85251

Home Phone :

David, Brian

Spouse : Daphne David
42 Lamai Way
Baton Rouge, LA 70831

Home Phone : (225) 555-2918

Davis, David

Spouse : Jnona Davis
95835 Link Ln.
Harrisburg, OR 97448

Home Phone : (541) 555-2444

Dittmeier, Liz

Spouse : Mr. Canoe Kincaid
7 Anne St.
Clark, ID 83812

Home Phone :

Contact Directory

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Company:		Contact:	Blow, Dr Joe, MD
Phone:		ID/Status:	
Alt. Phone:		Main Address:	13 East 54th St. Junction City, OR 97455
Fax:		Home Address:	3855 Peppertree Drive Eugene, OR 97402
Home Phone:			
Pager:			
Mobile:			
Business E-mail:			
Personal E-mail:			
Web Site:			

Company:	Verge Records	Contact:	McLintock, Drew
Phone:		ID/Status:	Gate Keeper
Alt. Phone:		Main Address:	13 East 54th St. Seattle, WA 98155
Fax:		Home Address:	
Home Phone:			
Pager:			
Mobile:			
Business E-mail:	DMclintock@vergerecords.com		
Personal E-mail:			
Web Site:	www.vergerecords.com		

Company:	CH Gourmet Gifts	Contact:	Carter, Cecil
Phone:	(212) 555-4444	ID/Status:	Co-Worker
Alt. Phone:		Main Address:	13 East 54th St. New York, NY 10008
Fax:	(212) 555-4544	Home Address:	
Home Phone:			
Pager:			
Mobile:			
Business E-mail:	Cecil@chgourmetgifts.com		
Personal E-mail:			
Web Site:	www.chgourmetgifts.com		

Company:	CH Gourmet Gifts	Contact:	Whiting, Sarah
Phone:	(212) 555-2221	ID/Status:	Co-Worker
Alt. Phone:		Main Address:	13 East 54th St. New York, NY 10008
Fax:	(212) 555-4474	Home Address:	
Home Phone:			
Pager:			
Mobile:			
Business E-mail:	Sarah@chgourmetgifts.com		
Personal E-mail:			
Web Site:	www.chgourmetgifts.com		

Company Contacts

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Company: Ace Pet Store
Division:
Description:
Industry: SIC Code:
Has Divisions: NO Parent Company
Phone: (423) 555-1221 **Ext.**
Toll-Free Phone: (800) 555-2453 **Ext.**
Fax Phone: (423) 555-7412
Web Site: www.acepet7.com
Ticker Symbol:

Contacts:

McCarthy, Colleen Owner/Operator
925 Cabby St.
P.O. Box 123
Eugene, OR 97401

Phone: (541) 555-3648 **Ext.** **Mobile:** (541) 555-9415
Email: cmcc@actpet7.com

Ryan, Sandy Buyer
925 Cabby St.
P.O. Box 123
Eugene, OR 97401

Phone: (541) 555-9842 **Ext.** **Mobile:** (541) 555-8622
Email: SandyR@acepet7.com

Company: American Dreams
Division:
Description:
Industry: SIC Code:
Has Divisions: NO Parent Company
Phone: (972) 555-6225 **Ext.**
Toll-Free Phone: **Ext.**
Fax Phone:
Web Site: www.americandreams12.com
Ticker Symbol:

Contacts:

Frieda, Hayleigh Vice President of Product M
1113 Greenbrook Dr.
Suite A
Allen, TX 75002

Phone: (972) 555-8442 **Ext.** **Mobile:** (972) 555-4222
Email: hayfr@aol.com

Company Directory

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Company: Ace Pet Store
Division:
Description
Industry: SIC Code:
Has Divisions: NO Parent Company
Phone: (423) 555-1221 **Ext.**
Toll-Free Phone: (800) 555-2453 **Ext.**
Fax Phone: (423) 555-7412
Web Site: www.acepet7.com
Ticker Symbol:

Main Address:
925 Cabby St.
P.O. Box 123
Eugene, OR 97401
United States

Shipping Address:
925 Cabby St.
Eugene, OR 97401
USA

Billing Address :
925 Cabby St.
P.O. Box 123
Eugene, OR 97401
USA

ID/Status: Customer
Record Manager: Chris Huffman
Region: **Territory:**

Contacts:
McCarthy, Colleen Owner/Operator
Ryan, Sandy Buyer

Company: American Dreams
Division:
Description
Industry: SIC Code:
Has Divisions: NO Parent Company
Phone: (972) 555-6225 **Ext.**
Toll-Free Phone: **Ext.**
Fax Phone:
Web Site: www.americandreams12.com
Ticker Symbol:

Main Address:
1113 Greenbrook Dr.
Suite A
Allen, TX 75002
United States

Shipping Address:

Billing Address :

ID/Status: Customer
Record Manager: Chris Huffman
Region: **Territory:**

Contacts:
Frieda, Hayleigh Vice President of Product

History Summary Comprehensive

Chris Huffman, CH Gourmet Gifts
 13 East 54th St.
 New York, NY 10008

Date Range: All Dates

<u>Contact</u>	<u>Company</u>	<u>Attempted Calls</u>	<u>Completed Calls</u>	<u>Meetings Held</u>	<u>Letters Sent</u>	<u>E-Mail Sent</u>	<u>To-Do Done</u>	<u>Left Message</u>
George Agen	Williams Consulting	0	0	0	0	0	0	0
Ashley Allan	Tiny Town Productions	0	1	0	0	0	0	0
Ernst Anderson	CH Gourmet Gifts	0	0	5	0	0	1	0
Garcia Anderson	Searchlight Casting	1	0	2	0	0	0	0
Thomas Andrews	Modern Electric Supply	0	0	0	0	0	0	0
Bruce Baker	SimAero	0	2	0	0	0	1	1
Theodore Barrett	Verge Records	0	2	0	0	0	1	0
Albert Barry	Mercury Production Management	0	1	0	0	0	2	0
Dr Joe Blow, MD		0	0	0	0	0	0	0
Dr. Deiter Brock	Brock, Lathers and Freedman	0	0	0	0	0	1	0
Betty Browser	CH Gourmet Gifts	0	0	2	0	0	0	0
Paul Brushman	Brushy's Golfing World	0	3	0	0	0	2	0
Kristi Cameron	Corporate Forms, Ltd.	0	0	0	0	0	1	0
Ethan Campbell	MegaGadgets Catalog Co.	0	0	1	0	0	1	0
Silvia Carlini	Hospital de la Gente	0	1	0	0	0	1	0
Cecil Carter	CH Gourmet Gifts	0	0	4	0	0	0	0
Jane Chan	CH Gourmet Gifts	0	0	3	0	0	0	0
Bill Craig	KKQS Radio	0	3	0	0	0	2	0
Jim Curtis	Arcadia Ave. Florist	0	0	0	0	0	0	0
Brian David	Mix Alliance	0	1	0	0	0	0	1
David Davis	R Computer Company	0	0	0	0	0	0	0
Liz Dittmeier	Brandee's Bakery	0	1	0	0	0	0	0
Emily Dunn	Boomer's Artworx	0	0	0	0	0	0	0
Kristi Elmendorf	Black Forest Baking	0	0	0	0	0	0	0
Anthony Federici	MiniSoft	0	2	0	0	0	1	0
Fred Fenderline	CH Gourmet Gifts	0	0	2	0	0	0	0
Chris Fierros	Interactive Gifts	0	0	0	0	0	0	0

Group Membership

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Group Name: Chocolate Disributors
Description: Customers who sell chocolate
Has Subgroups? NO Subgroup Level 1

Elmendorf, Kristi

Manager
Black Forest Baking
Grafenburger Allee 15
München, 9865
Germany

Phone: (012) 5 5-55 4 **Ext.**

Mobile: (012) 5 5-55 4

E-mail: KElmendorf@blackforest3.com

Jensen, Mackenzie

Owner
Brandee's Bakery
41169 Alec Lane
Boise, ID 83705
United States

Phone: (208) 555-2211 **Ext.**

Mobile: (208) 555-4874

E-mail: MJensen@brandeebakery.com

Minoal, Bella

Consultant
Jake Flakes Inc.
1680 N. Deville Dr.
Suite 40
Tempe, AZ 85281
United States

Phone: **Ext.**

Mobile:

E-mail: bella@jakeflakes.com

Thomson, Melanie

CEO
Party Perfexion Inc.
92038 Perfect Blvd.
Suite 3498
Paradise Valley, AZ 85021
United States

Phone: (480) 555-5627 **Ext.**

Mobile: (480) 555-3541

E-mail: MelanieThomson@partyperfexion.net

Group Name: Coffee Customers
Description: Customers who sell Coffee
Has Subgroups? YES Subgroup Level 1

Andrews, Dr. Thomas, PhD

President/CEO
Modern Electric Supply
1919 Tecoma Dr.
Tampa, FL 34655
United States

Phone: (727) 555-4578 **Ext.**

Mobile: (727) 555-1542

E-mail: TAndrews@ModernElectric1.com

Carlini, Silvia

Buyer
Hospital de la Gente
Ave. de la Manqa
No. 16
Cd. Juarez, Chihuahua 32419
Mexico

Phone: (932) 555-4845 **Ext.**

Mobile: (932) 555-7842

E-mail:

Craig, Bill

Operations Manager
KKQS Radio
1020 S. Amelia Rd
Suite 200
Chandler, AZ 85225
United States

Phone: (480) 555-2146 **Ext.**

Mobile: (480) 555-3654

E-mail:

Dittmeier, Liz

Manager
Brandee's Bakery
41169 Alec Lane
Boise, ID 83705
United States

Phone: (208) 555-2445 **Ext.**

Mobile: (208) 555-2654

E-mail: LizDittmeier@brandeebakery.com

Group-Subgroup Membership

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Group Name: Customers
Description:
Has Subgroups? YES Main Group

Allan, Ashley

VP of Sales
Tiny Town Productions
2131 W. Tiny Rd.
Suite 200
Scottsdale, AZ 85028
United States

Phone: (480) 555-2451 **Ext.**

Mobile: (480) 555-1111

E-mail: aa11@tinytown10.com

Baker, Bruce

Chief Designer
SimAero
555 Terra Dr.
Building 5
Picacho, AZ 85111
United States

Phone: (480) 555-2144 **Ext.**

Mobile: (602) 555-4444

E-mail: Bruce@simaero360.com

Barry, Albert

Chief Product Manager
Mercury Production Management
66 Flash Rd.
Suite 200
Central City, CO 80427
United States

Phone: (303) 555-3278 **Ext.**

Mobile: (303) 555-7845

E-mail: Albert.Barry@mercuryprodman.com

Brushman, Paul

Chief Golf Sales Manager
Brushy's Golfing World
Level 36 989 York St.
Sydney, NSW 2000
Australia

Phone: (455) 555-2221 **Ext.**

Mobile: (955) 555-5121

E-mail: Paul_Brushman@brushygolf.com.au

Carlini, Silvia

Buyer
Hospital de la Gente
Ave. de la Manqa
No. 16
Cd. Juarez, Chihuahua 32419
Mexico

Phone: (932) 555-4845 **Ext.**

Mobile: (932) 555-7842

E-mail:

Craig, Bill

Operations Manager
KKQS Radio
1020 S. Amelia Rd
Suite 200
Chandler, AZ 85225
United States

Phone: (480) 555-2146 **Ext.**

Mobile: (480) 555-3654

E-mail:

David, Brian

Administrative Assistant
Mix Alliance
1802 Sandstorm Ave.
Suite JS16
Baton Rouge, LA 70831
United States

Phone: (225) 555-2154 **Ext.**

Mobile: (225) 555-4812

E-mail: BrianDavid@mixalliance.com

Federici, Anthony

President
MiniSoft
1234 E. 1st St.
Scottsdale, AZ 85258
United States

Phone: (480) 555-2355 **Ext.**

Mobile: (480) 555-2354

E-mail: AnthonyF@tonyfed.com

Getter, Dr Herman, MD

Vice President Operations
Continental Energy
54 S. Utica
Suite 220
Tulsa, OK 74137
United States

Phone: (918) 555-2451 **Ext.**

Mobile: (918) 555-2151

E-mail: HermanG@continental123.com

Opportunities By Record Manager - Summary

Sales Date Range: All Dates

Record Manager: Allison Mikola	Weighted Total: \$11,228.93	Total: \$25,332.68	Opportunity Count: 6
Process: ACT! Sales Cycle	Weighted Total For Process: \$11,228.93	Total For Process: \$25,332.68	
Status: Open	Weighted Total For Status: \$11,228.93	Total For Status: \$25,332.68	
Record Manager: Chris Huffman	Weighted Total: \$24,181.58	Total: \$136,682.12	Opportunity Count: 18
Process: ACT! Sales Cycle	Weighted Total For Process: \$24,170.99	Total For Process: \$136,662.14	
Status: Open	Weighted Total For Status: \$21,701.53	Total For Status: \$134,192.68	
Status: Closed - Won	Weighted Total For Status: \$2,469.46	Total For Status: \$2,469.46	
Process: Test Process	Weighted Total For Process: \$10.59	Total For Process: \$19.98	
Status: Open	Weighted Total For Status: \$10.59	Total For Status: \$19.98	
Record Manager: Ernst Anderson	Weighted Total: \$3,727.89	Total: \$7,783.25	Opportunity Count: 5
Process: ACT! Sales Cycle	Weighted Total For Process: \$3,727.89	Total For Process: \$7,783.25	
Status: Open	Weighted Total For Status: \$3,727.89	Total For Status: \$7,783.25	
Record Manager: Sarah Whiting	Weighted Total: \$12,393.55	Total: \$15,881.56	Opportunity Count: 3
Process: ACT! Sales Cycle	Weighted Total For Process: \$12,393.55	Total For Process: \$15,881.56	
Status: Open	Weighted Total For Status: \$11,584.45	Total For Status: \$15,072.46	
Status: Closed - Won	Weighted Total For Status: \$809.10	Total For Status: \$809.10	
Weighted Grand Total: \$51,531.94		Grand Total: \$185,679.61	

Opportunities By Process And Status Report

Sales Date Range: All Dates

Process: ACT! Sales Cycle

Weighted Total For Process: \$51,521.35

Total For Process: \$185,659.63

Status: Open

Weighted Total For Status: \$48,242.79

Total For Status: \$182,381.07

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
Corleone's Pasta Compa	Morty Manicotti	Store opening	4/17/2005	80	\$11,516.80	\$14,396.00	Sarah Whiting
Ace Pet Store	Colleen McCarthy	Point of Purchase Displa	5/7/2005	80	\$967.51	\$1,209.38	Ernst Anderson
Ace Pet Store	Colleen McCarthy	New Opportunity	3/3/2005	80	\$0.00	\$0.00	Ernst Anderson
Brock, Lathers and Free	Dr. Deiter Brock	Truffles for Patients	5/21/2005	80	\$604.42	\$755.52	Allison Mikola
Swing Software	Ivan A. Stekopick	New Opportunity	3/1/2005	80	\$1,599.20	\$1,999.00	Chris Huffman
SimAero	Bruce Baker	Customer Appreciation	3/21/2005	10	\$41.97	\$419.70	Allison Mikola
Interactive Gifts	Chris Fierros	New store opening	5/18/2005	0	\$0.00	\$3,762.52	Ernst Anderson
Brandee's Bakery	Mackenzie Jensen	Initial order for bakery	12/12/2003	100	\$2,301.70	\$2,301.70	Ernst Anderson
International Safari	Vivian Grace	Pillow chocolates	3/2/2005	10	\$140.67	\$1,406.72	Chris Huffman
Continental Energy	Dr Herman Getter MD	Employee gifts	3/2/2005	10	\$557.15	\$5,571.50	Chris Huffman
Corporate Forms, Ltd.	Kristi Cameron	Order #2	6/14/2005	0	\$0.00	\$1,499.00	Chris Huffman
CH Gourmet Gifts	Chris Huffman	New Opportunity	9/16/2005	10	\$11,000.00	\$110,000.00	Chris Huffman
Prospect Boutique	Emma Francis	Initial order - retail shop	3/2/2005	10	\$67.65	\$676.46	Sarah Whiting
KKQS Radio	Bill Craig	Coffee Service - Quarterl	3/2/2005	10	\$76.42	\$764.15	Allison Mikola
Bechtel Corp.	Dylan Nguyen	Tradeshows promotion	8/31/2005	25	\$2,437.58	\$9,750.31	Allison Mikola
Corporate Forms, Ltd.	Kristi Cameron	Initial Order	4/9/2005	25	\$499.63	\$1,998.50	Allison Mikola
Jake Flakes Inc.	Rudy Nordstrom	New Opportunity	4/26/2005	25	\$371.15	\$1,484.60	Chris Huffman
Ace Pet Store	Sandy Ryan	Christmas Promotion	9/18/2005	65	\$612.30	\$942.00	Chris Huffman
Goldfish Records	Annette Sharkey	New Opportunity	3/30/2005	65	\$7,568.93	\$11,644.50	Allison Mikola
Circle Photography	Jonathan Jenkins	New Opportunity	5/23/2005	65	\$2,664.42	\$4,099.11	Chris Huffman
HAL's Consulting Corp	Lames Jawson	Catalog fulfillment	3/27/2005	40	\$1,199.40	\$2,998.50	Chris Huffman
Brandee's Bakery	Liz Dittmeier	Monthly Order 2	4/1/2005	40	\$172.63	\$431.57	Chris Huffman
Black Forest Baking	Kristi Elmendorf	Re-order	3/24/2005	90	\$307.87	\$342.08	Chris Huffman
Boomer's Artworx	Bettie James	Customer gifts	4/30/2005	90	\$458.69	\$509.65	Ernst Anderson
CH Gourmet Gifts	Jonathan Sommer	Initial Order	5/23/2005	90	\$3,076.74	\$3,418.60	Chris Huffman

Status: Closed - Won

Weighted Total For Status: \$3,278.56

Total For Status: \$3,278.56

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
Black Forest Baking	Kristi Elmendorf	Initial order - bakery	3/11/2005	100	\$1,789.13	\$1,789.13	Chris Huffman
KKQS Radio	Bill Craig	Coffee Service - Quarterl	3/1/2005	100	\$809.10	\$809.10	Sarah Whiting
Hospital de la Gente	Silvia Carlini	Testing Chocolate Sampl	3/12/2005	100	\$12.99	\$12.99	Chris Huffman
Brushy's Golfing World	Paul Brushman	Test Shipment	1/19/2005	100	\$19.99	\$19.99	Chris Huffman
Brandee's Bakery	Liz Dittmeier	Monthly Order 1	3/2/2005	100	\$647.35	\$647.35	Chris Huffman

Process: Test Process

Weighted Total For Process: \$10.59

Total For Process: \$19.98

Status: Open

Weighted Total For Status: \$10.59

Total For Status: \$19.98

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
Circle Photography	Jonathan Jenkins	New Opportunity	9/19/2005	80	\$8.79	\$10.99	Chris Huffman
Continental Energy	Dr Herman Getter MD	New Opportunity	9/19/2005	20	\$1.80	\$8.99	Chris Huffman

Weighted Grand Total: \$51,531.94

Grand Total: \$185,679.61

Opportunities By Record Manager - Detail

Sales Date Range: All Dates

Record Manager: Allison Mikola **Weighted Total For Record Manager:** \$11,228.93 **Total For Record Manager:** \$25,332.68

Process: ACT! Sales Cycle **Weighted Total For Process:** \$11,228.93 **Total For Process:** \$25,332.68

Status: Open **Weighted Total For Status:** \$11,228.93 **Total For Status:** \$25,332.68

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Stage</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>
Brock, Lathers and Free	Dr. Deiter Brock	Truffles for Patients	Commitment to Buy	5/21/2005	80	\$604.42	\$755.52
SimAero	Bruce Baker	Customer Appreciation	Initial Communication	3/21/2005	10	\$41.97	\$419.70
KKQS Radio	Bill Craig	Coffee Service - Quarterl	Initial Communication	3/2/2005	10	\$76.42	\$764.15
Bechtel Corp.	Dylan Nguyen	Tradeshaw promotion	Needs Assessment	8/31/2005	25	\$2,437.58	\$9,750.31
Corporate Forms, Ltd.	Kristi Cameron	Initial Order	Needs Assessment	4/9/2005	25	\$499.63	\$1,998.50
Goldfish Records	Annette Sharkey	New Opportunity	Negotiation	3/30/2005	65	\$7,568.93	\$11,644.50

Pipeline By Process Report With Product Detail

Sales Date Range: All Dates

Process: ACT! Sales Cycle

Weighted Total For \$51,521.35

Total For Process: \$185,659.63

Stage: Commitment to Buy

Weighted Total For Stage: \$14,687.92

Total For Stage: \$18,359.90

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Product Name</u>	<u>Quantity</u>	<u>Adj. Price</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
Corleone's Pasta Compa	Morty Manicotti	Store opening	Wine Gift Basket	400	\$35.99	4/17/2005	80	\$11,516.80	\$14,396.00	Sarah Whiting
Ace Pet Store	Colleen McCarthy	Point of Purchase Displa	Chocolate Sampler	24	\$10.92	5/7/2005	80	\$967.51	\$1,209.38	Ernst Anderson
			Gift Basket	12	\$10.49					
			Truffle Sampler	24	\$19.99					
			Specialty Chocolate	24	\$14.24					
Ace Pet Store	Colleen McCarthy	New Opportunity	New Product	1	\$0.00	3/3/2005	80	\$0.00	\$0.00	Ernst Anderson
Brock, Lathers and Free	Dr. Deiter Brock	Truffles for Patients	Truffle Sampler	24	\$19.99	5/21/2005	80	\$604.42	\$755.52	Allison Mikola
			Chocolate Sampler	24	\$11.49					
Swing Software	Ivan A. Stekopick	New Opportunity	Truffle Sampler	100	\$19.99	3/1/2005	80	\$1,599.20	\$1,999.00	Chris Huffman

Stage: Initial Communication

Weighted Total For Stage: \$15,674.98

Total For Stage: \$127,891.18

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Product Name</u>	<u>Quantity</u>	<u>Adj. Price</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
SimAero	Bruce Baker	Customer Appreciation	Gift Basket	10	\$10.49	3/21/2005	10	\$41.97	\$419.70	Allison Mikola
			Chocolate Sampler	10	\$11.49					
			Truffle Sampler	10	\$19.99					
Interactive Gifts	Chris Fierros	New store opening	Smoked Meat	400	\$5.00	5/18/2005	0	\$0.00	\$3,762.52	Ernst Anderson
			Truffle Sampler	75	\$18.00					
			Coffee	50	\$8.25					
Brandee's Bakery	Mackenzie Jensen	Initial order for bakery	Bulk Coffee	128	\$8.09	12/12/2003	100	\$2,301.70	\$2,301.70	Ernst Anderson
			Bulk Chocolate	128	\$9.89					
Brandee's Bakery	Liz Dittmeier	Monthly Order 1	Bulk Chocolate	36	\$9.89	3/2/2005	100	\$647.35	\$647.35	Chris Huffman
			Bulk Coffee	36	\$8.09					

Phone Book Comprehensive

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

Agen, George

Williams Consulting

Office Phone : (541) 555-2451 **Fax :**
Alt. Phone : **Pager :**
Mobile Phone : **Home Phone**
Business E-mail :
Personal E-mail :

Allan, Ashley

Tiny Town Productions

Office Phone : (480) 555-2451 **Fax :** (480) 555-2222
Alt. Phone : **Pager :**
Mobile Phone : (480) 555-1111 **Home Phone** (480) 555-5555
Business E-mail : aa11@tinytown10.com
Personal E-mail :

Anderson, Garcia

Searchlight Casting

Office Phone : (480) 555-3764 **Fax :** (480) 555-8742
Alt. Phone : **Pager :**
Mobile Phone : (480) 555-4875 **Home Phone** (541) 555-6873
Business E-mail : GarciaAnderson@searchlightcasting.com
Personal E-mail :

Anderson, Ernst

CH Gourmet Gifts

Office Phone : (415) 555-2231 **Fax :** (415) 555-2245
Alt. Phone : **Pager :**
Mobile Phone : **Home Phone**
Business E-mail : Ernst@chgourmetgifts.com
Personal E-mail :

Andrews, Dr. Thomas, PhD

Modern Electric Supply

Office Phone : (727) 555-4578 **Fax :** (727) 555-1482
Alt. Phone : **Pager :**
Mobile Phone : (727) 555-1542 **Home Phone** (813) 555-1982
Business E-mail : TAndrews@ModernElectric1.com
Personal E-mail :

Baker, Bruce

SimAero

Office Phone : (480) 555-2144 **Fax :** (480) 555-2151
Alt. Phone : **Pager :**
Mobile Phone : (602) 555-4444 **Home Phone** (520) 555-0642
Business E-mail : Bruce@simaero360.com
Personal E-mail :

Barrett, Theodore

Verge Records

Office Phone : (206) 555-4414 **Fax :** (206) 555-4548
Alt. Phone : **Pager :**
Mobile Phone : (206) 555-2444 **Home Phone** (206) 555-1019
Business E-mail : Theo@vergerecords.com
Personal E-mail :

Barry, Albert

Mercury Production Management

Office Phone : (303) 555-3278 **Fax :** (303) 555-7733
Alt. Phone : **Pager :**
Mobile Phone : (303) 555-7845 **Home Phone** (303) 555-7733
Business E-mail : Albert.Barry@mercuryprodman.com
Personal E-mail :

Blow, Dr Joe, MD

Office Phone : **Fax :**
Alt. Phone : **Pager :**
Mobile Phone : **Home Phone**
Business E-mail :
Personal E-mail :

Brock, Dr. Deiter

Brock, Lathers and Freedman

Office Phone : (879) 9 2-343 **Fax :** (330) 233-0909
Alt. Phone : **Pager :**
Mobile Phone : (333) 3 2-34 2 **Home Phone** (330) 99-
Business E-mail : dbrock@cpqt.co.ck
Personal E-mail :

Browser, Betty,

CH Gourmet Gifts

Office Phone : (480) 555-2457 **Fax :** (480) 555-1472
Alt. Phone : **Pager :**
Mobile Phone : (480) 555-4521 **Home Phone**
Business E-mail : bbrowser@chgourmet.com
Personal E-mail :

Brushman, Paul

Brushy's Golfing World

Office Phone : (455) 555-2221 **Fax :** (455) 555-8878
Alt. Phone : **Pager :**
Mobile Phone : (955) 555-5121 **Home Phone** (455) 580-9457
Business E-mail : Paul_Brushman@brushygolf.com.au
Personal E-mail :

Cameron, Kristi

Corporate Forms, Ltd.

Office Phone : (480) 555-1245 **Fax :** (480) 555-2145
Alt. Phone : **Pager :**
Mobile Phone : (480) 555-2147 **Home Phone** (602) 555-8656
Business E-mail : KristiCameron@formsltd.net
Personal E-mail :

Campbell, Ethan

MegaGadgets Catalog Co.

Office Phone : (312) 555-8452 **Fax :** (312) 555-4544
Alt. Phone : **Pager :**
Mobile Phone : (312) 555-4523 **Home Phone** (847) 555-1847
Business E-mail : ecampbellmegagadgets3.com
Personal E-mail :

Pipeline By Process Report - Basic

Sales Date Range: All Dates

Process: ACT! Sales Cycle **Weighted Total For Process:** \$51,521.35 **Total For Process:** \$185,659.63

Stage: Commitment to Buy **Weighted Total For Stage:** \$14,687.92 **Total For Stage:** \$18,359.90

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
Corleone's Pasta Compa	Morty Manicotti	Store opening	4/17/2005	80	\$11,516.80	\$14,396.00	Sarah Whiting
Ace Pet Store	Colleen McCarthy	Point of Purchase Displa	5/7/2005	80	\$967.51	\$1,209.38	Ernst Anderson
Ace Pet Store	Colleen McCarthy	New Opportunity	3/3/2005	80	\$0.00	\$0.00	Ernst Anderson
Brock, Lathers and Free	Dr. Deiter Brock	Truffles for Patients	5/21/2005	80	\$604.42	\$755.52	Allison Mikola
Swing Software	Ivan A. Stekopick	New Opportunity	3/1/2005	80	\$1,599.20	\$1,999.00	Chris Huffman

Stage: Initial Communication **Weighted Total For Stage:** \$15,674.98 **Total For Stage:** \$127,891.18

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
SimAero	Bruce Baker	Customer Appreciation	3/21/2005	10	\$41.97	\$419.70	Allison Mikola
Interactive Gifts	Chris Fierros	New store opening	5/18/2005	0	\$0.00	\$3,762.52	Ernst Anderson
Brandee's Bakery	Mackenzie Jensen	Initial order for bakery	12/12/2003	100	\$2,301.70	\$2,301.70	Ernst Anderson
Brandee's Bakery	Liz Dittmeier	Monthly Order 1	3/2/2005	100	\$647.35	\$647.35	Chris Huffman
International Safari	Vivian Grace	Pillow chocolates	3/2/2005	10	\$140.67	\$1,406.72	Chris Huffman
Continental Energy	Dr Herman Getter MD	Employee gifts	3/2/2005	10	\$557.15	\$5,571.50	Chris Huffman
Brushy's Golfing World	Paul Brushman	Test Shipment	1/19/2005	100	\$19.99	\$19.99	Chris Huffman
Corporate Forms, Ltd.	Kristi Cameron	Order #2	6/14/2005	0	\$0.00	\$1,499.00	Chris Huffman
Hospital de la Gente	Silvia Carlini	Testing Chocolate Sampl	3/12/2005	100	\$12.99	\$12.99	Chris Huffman
CH Gourmet Gifts	Chris Huffman	New Opportunity	9/16/2005	10	\$11,000.00	\$110,000.00	Chris Huffman
Prospect Boutique	Emma Francis	Initial order - retail shop	3/2/2005	10	\$67.65	\$676.46	Sarah Whiting
KKQS Radio	Bill Craig	Coffee Service - Quarterl	3/1/2005	100	\$809.10	\$809.10	Sarah Whiting
KKQS Radio	Bill Craig	Coffee Service - Quarterl	3/2/2005	10	\$76.42	\$764.15	Allison Mikola

Stage: Needs Assessment **Weighted Total For Stage:** \$3,308.35 **Total For Stage:** \$13,233.41

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
Bechtel Corp.	Dylan Nguyen	Tradeshaw promotion	8/31/2005	25	\$2,437.58	\$9,750.31	Allison Mikola
Corporate Forms, Ltd.	Kristi Cameron	Initial Order	4/9/2005	25	\$499.63	\$1,998.50	Allison Mikola
Jake Flakes Inc.	Rudy Nordstrom	New Opportunity	4/26/2005	25	\$371.15	\$1,484.60	Chris Huffman

Stage: Negotiation **Weighted Total For Stage:** \$10,845.65 **Total For Stage:** \$16,685.61

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
Ace Pet Store	Sandy Ryan	Christmas Promotion	9/18/2005	65	\$612.30	\$942.00	Chris Huffman
Goldfish Records	Annette Sharkey	New Opportunity	3/30/2005	65	\$7,568.93	\$11,644.50	Allison Mikola
Circle Photography	Jonathan Jenkins	New Opportunity	5/23/2005	65	\$2,664.42	\$4,099.11	Chris Huffman

Stage: Presentation **Weighted Total For Stage:** \$3,161.16 **Total For Stage:** \$5,219.20

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
HAL's Consulting Corp	Lames Jawson	Catalog fulfillment	3/27/2005	40	\$1,199.40	\$2,998.50	Chris Huffman
Black Forest Baking	Kristi Elmendorf	Initial order - bakery	3/11/2005	100	\$1,789.13	\$1,789.13	Chris Huffman
Brandee's Bakery	Liz Dittmeier	Monthly Order 2	4/1/2005	40	\$172.63	\$431.57	Chris Huffman

Stage: Sales Fulfillment **Weighted Total For Stage:** \$3,843.29 **Total For Stage:** \$4,270.33

<u>Company</u>	<u>Contact</u>	<u>Opportunity Name</u>	<u>Est. Close</u>	<u>Prob.</u>	<u>Weighted Total</u>	<u>Total</u>	<u>Record Manager</u>
----------------	----------------	-------------------------	-------------------	--------------	-----------------------	--------------	-----------------------

RCR History Summary Comprehensive Report

Chris Huffman, CH Gourmet Gifts
 13 East 54th St.
 New York, NY 10008

History Date Range: All Dates

<u>Contact</u>	<u>Company</u>	<u>Attempted Calls</u>	<u>Completed Calls</u>	<u>Left Message</u>	<u>Calls Received</u>	<u>Marketing Calls</u>	<u>E-mails Sent</u>	<u>Letters Sent</u>	<u>Meetings Held</u>
Steve Reese	Mutthound Enterprises	0	1	0	0	0	0	0	0
William Rosemann	Williams Consulting	0	1	0	0	0	1	0	0
Sandy Ryan	Ace Pet Store	0	0	0	0	0	0	0	0
Annette Sharkey	Goldfish Records	0	1	0	0	0	0	0	0
Jonathan Sommer	CH Gourmet Gifts	0	0	0	0	0	0	0	3
Ivan A. Stekopick	Swing Software	0	1	0	0	0	0	0	0
Rae Stevens	Hare's Tavern Corporate	0	0	0	0	0	0	0	0
Melanie Thompson	Party Perfexion Inc.	0	1	0	0	0	0	0	0
Mike Underwood	T-Bone's Steakhouse	0	0	0	0	0	1	0	0
Kyle Wetmore	Slamitonabingbong Industries	0	0	0	1	0	0	0	0
Bill Willis	Willis Enterprises	0	5	0	0	0	0	0	1
Michaela J. Zip	Django Consulting	0	0	0	0	0	0	0	0
Ernst Anderson	CH Gourmet Gifts	0	0	0	0	0	0	0	5
Fred Fenderline	CH Gourmet Gifts	0	0	0	0	0	0	0	3
Juliette Rosseux	CH Gourmet Gifts	0	0	0	0	0	0	0	3
Melissa Pearce	CH Gourmet Gifts	0	0	0	0	0	0	0	5
Sarah Whiting	CH Gourmet Gifts	0	0	0	0	0	0	0	4
Totals:		2	58	0	9	0	15	2	58

RCR History Summary Classic Report

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

History Date Range: All Dates

<u>Contact</u>	<u>Company</u>	<u>Attempted Calls</u>	<u>Completed Calls</u>	<u>Left Message</u>	<u>Meetings Held</u>	<u>Letters Sent</u>
Wilhelm Loke	UZI International	0	1	0	0	0
Ariel Lorch	Mockingbird Southeast	0	0	0	0	0
Morty Manicotti	Corleone's Pasta Company	0	1	0	0	0
Steven Marsh	Hare's Tavern Phoenix	0	0	0	0	0
Colleen McCarthy	Ace Pet Store	0	1	0	1	0
Drew McLintock	Verge Records	0	0	0	1	0
Danielle Middlebury	Sewing Room;The	0	1	0	0	0
Edward Moets	MRP Enterprises	0	1	0	0	0
Scott Nagengast	Nagengast Estate Winery	0	0	0	0	0
Mary Nara	Spaghettoni's	0	2	0	0	0
Dylan Nguyen	Freemont Corp	0	1	0	0	0
Rudy Nordstrom	Jake Flakes Inc.	0	1	0	1	0
Alexander O'Brien	Manxsys Financial	0	1	0	0	0
Lance J. Parker	Yellow Jersey Bike Shop	0	1	0	0	0
Steve Reese	Mutthound Enterprises	0	1	0	0	0
William Rosemann	Williams Consulting	0	1	0	0	0
Sandy Ryan	Ace Pet Store	0	0	0	0	0
Annette Sharkey	Goldfish Records	0	1	0	0	0
Jonathan Sommer	CH Gourmet Gifts	0	0	0	3	0
Ivan A. Stekopick	Swing Software	0	1	0	0	0
Rae Stevens	Hare's Tavern Corporate	0	0	0	0	0
Melanie Thompson	Party Perfexion Inc.	0	1	0	0	0
Mike Underwood	T-Bone's Steakhouse	0	0	0	0	0
Kyle Wetmore	Slamitonabingbong Industries	0	0	0	0	0
Bill Willis	Willis Enterprises	0	5	0	1	0
Michaela J. Zip	Django Consulting	0	0	0	0	0
Ernst Anderson	CH Gourmet Gifts	0	0	0	5	0
Fred Fenderline	CH Gourmet Gifts	0	0	0	3	0
Juliette Rosseux	CH Gourmet Gifts	0	0	0	3	0
Melissa Pearce	CH Gourmet Gifts	0	0	0	5	0
Sarah Whiting	CH Gourmet Gifts	0	0	0	4	0
Totals:		2	58	0	58	58