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Saturday, April 14, 2012

A1 Services of UK-Expansion George Agen... 228 1/17/201 1/3/2012 Chris Huffman Initial Communic Closed -\$2,500.00 History Field Changed 1/17/2012 Field changed Chris Huffman Opportunity Won 1/3/2012 Field changed Chris Huffman Field Changed 1/3/2012 Field changed Chris Huffman A1 Services of UK-Portable Unit 44 6/14/201 6/28/201 Chris Huffman Needs Assessme Closed -Angela Ives \$12,000.00 History Opportunity Won 4/13/2009 Portable Unit \$12,000.00 Closed - Won Chris Huffman A1 Services of UK-Replacement Parts Angela Ives \$300.00 11/29/20 12/6/201 Ernst Anderson Commitment to Closed -History Opportunity Won 8/27/2009 Replacement Parts for Portable Units \$300.00 Closed - Won **Ernst Anderson** New Opportunity 10/30/2008 New Opportunity - ACT! Sales Cycle Needs Assessment 25% **Ernst Anderson** Opportunity Stag 8/27/2009 Replacement Parts for Portable Units - ACT! Sales Cycle: Commitment to Buy 80 **Ernst Anderson** A1 Services of UK-Update for UK Offi Ann Goodall... 532 11/29/20 12/31/99 Ernst Anderson \$4,000.00 Presentation Open History New Opportunity 8/30/2009 Update for Uk Offices - ACT! Sales Cycle Presentation 40% **Ernst Anderson** A1 Services-SC for UK Offices Andy Harrison 11/29/20 12/31/99 Ernst Anderson Service Proposal Open \$2,000.00 History Field Changed 11/23/2009 Field changed Chris Huffman New Opportunity 10/30/2009 SC for UK Offices - ACT! Sales Cycle Presentation 40% **Ernst Anderson** A1 Services-Spare Parts 11/29/20 12/31/99 Ernst Anderson Needs Assessme Open \$800.00 Andv Harrison 532 History New Opportunity 10/30/2009 Spare Parts - ACT! Sales Cycle Needs Assessment 25% **Ernst Anderson** A1 Services-Station Road Facilities 11/29/20 12/31/99 Ernst Anderson \$2,500.00 Andv Harrison Negotiation Open History

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New Opportunity 10/30/2009 Station Road Facilities - ACT! Sales Cycle Negotiation 65% **Ernst Anderson** A1 Services-Upgrade for Blackpool Andy Harrison 532 11/29/20 12/31/99 Ernst Anderson Needs Assessme Open \$4,000.00 History New Opportunity 10/30/2009 Upgrade for Blackpool - ACT! Sales Cycle Needs Assessment 25% Ernst Anderson Ace Pet Store-Corporate Office Gavin Dillerstone 532 11/29/20 12/31/99 Chris Huffman Needs Assessme Open \$4,500.00 History Chris Huffman New Opportunity 10/30/2009 New Opportunity - ACT! Sales Cycle Needs Assessment 25% Ace Pet Store-Corporate Offices Ben Barrow... 330 6/19/201 12/31/99 Chris Huffman Needs Assessme Open \$6,100.00 Activities 9/28/2011 Low Decision Maker Meeting in Defining Needs for Their Office Chris Huffman 60 No Meeting History C:\Users\Jim Durkin7\AppData\Local\Temp\Ace Pet Store-Corporate Offices.PDF Library Documen 4/11/2012 Chris Huffman Library Documen 4/11/2012 C:\Users\Jim Durkin7\AppData\Local\Temp\Ace Pet Store-Corporate Offices.PDF Chris Huffman Ace Pet Store-Eugene Franchise 335 Presentation \$16,000.00 Sandy Ryan 6/14/201 12/31/99 Chris Huffman Open Activities 9/28/2011 Low Define What the Franchise Needs Are - Opportunity Nam Chris Huffman 60 No Meeting History Field Changed 5/1/2009 Field changed Chris Huffman Ace Pet Store-Oregon Franchises Gavin Dillerstone 44 6/14/201 6/28/201 Chris Huffman Needs Assessme Closed -\$12,000.00 Activities Call 8/24/2011 Low Can we set up Conference Call for all Oregaon Franchisee Chris Huffman 60 No History Opportunity Won 11/27/2009 Oregon Franchises \$12,000.00 Closed - Won Chris Huffman Field Changed 5/1/2009 Field changed Chris Huffman Ace Pet Store-Replacement Parts Jackie Jorgensen 532 11/29/20 12/31/99 Ernst Anderson Initial Communic Open \$600.00 History

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	New Opportunity	9/1/2009	Rep	lacement P	arts - AC	T! Sales Cyc	cle Initial C	ommunication 10%		Ernst A	Anderson	
Ace Pet Store-S	C for Corp Offices	Jackie Jo	rgenser	า	335	6/14/201	12/31/99	Allison Mikola	Service Site	Visit O	pen	\$4,000.00
Activities	Туре	Date		Regar					Organizer		Duration	n Clrd
	Call	7/13/2011	Low	Discus	ss Service	e Options fo	r Final Bid -	- Opportunity Name	Chris Huffmar	1	60	No
History	Туре	Date	Reg							Record		
	Field Changed	5/1/2009	Fiel	d changed						Chris F	Huffman	
Ace Pet Store-Te	echONE	Colleen I	McCarth	У	44	6/14/201	6/28/201	Chris Huffman	Negotiation	C	Closed -	\$12,000.00
History	Туре	Date	Reg							Record		
	Opportunity Won	4/13/2008	Nev	v Opportuni	ty \$12,00	00.00 Close	d - Won			Chris H	Huffman	
	Access Changed	4/6/2012	All	Users has b	een remo	oved from th	ne access li	st.		Chris H	Huffman	
	Field Changed	5/1/2009	Fiel	d changed						Chris F	Huffman	
Ace Pet Store-Tr	rial for Oregon Fran	nc Jim Curt	is		335	6/14/201	12/31/99	Chris Huffman	Needs Asses	ssme O	pen s	\$12,000.00
Activities	Туре	Date		Regar					Organizer		Duration	n Clrd
	To-do	2/9/2012	Low	More (Clearly D	efine their R	Requiremen	ts - Opportunity Na	Chris Huffmar	1	950	No
History	Туре	Date	Reg									
	Opportunity Stag	3/27/2009	Tria	l for Orego	n Franchi	ses - ACT! S	Sales Cycle	: Needs Assessment	25%	Chris H	Huffman	
	Field Changed	5/1/2009	Fiel	d changed						Chris F	Huffman	
Ace Pet Store-U	pgrade for Corp Of	fic Gavin Di	llerston	е	44	6/19/201	7/3/2011	Ernst Anderson	Commitmen	t to C	Closed -	\$4,000.00
Activities												
	Meeting	5/3/2012	Low	Disucs	ss Final P	roject Comp	onents - O	pportunity Name: "	Chris Huffmar	1	60	No
History	Туре	Date										
	Opportunity Won	10/30/2008	8 Nev	v Opportuni	ty \$4,000	0.00 Closed	- Won			Chris F	Huffman	
	Field Changed	5/1/2009	Fiel	d changed						Chris F	Huffman	
	Opportunity Stag	9/30/2008	Upg	grade for Co	rp Office	s - ACT! Sal	es Cycle: C	Commitment to Buy 1	100%	Chris F	Huffman	
Ace Pet Store-U	pgrade for Oregon	Gavin Di	llerston	е	532	11/29/20	12/31/99	Ernst Anderson	Initial Comn	nunic O)pen	\$600.00
Activities	Туре	Date	Prioriy	Regar	ding				Organizer		Duration	Clrd

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	Call	11/16/201	Low	Confer	ence Call	to Discuss	open issue	s - Opportunity Na	Chris Huffmar		60	Yes
History	Туре	Date										
	New Opportunity	10/29/2009	Upgrade	e for Ore	egon - AC	CT! Sales Cy	cle Initial (Communication 10%		Erns	t Anderson	
	Call Completed	12/21/2011	Confere	nce Call	to Discu	ss open issi	ues - Oppo	rtunity Name: "Ace F	Pet Store-Upgr	Durk	in Computi	ng
African Queen W	/arehouse	Rose Say	er		44	6/19/201	7/3/2011	Chris Huffman	Sales Fulfillr	nent	Closed -	\$12,000.00
History	Туре	Date	Regardi							Reco		
	Opportunity Lost	9/30/2008	African	Queen V	Varehous	se \$12,000.	00 Closed	- Lost		Chris	s Huffman	
American Dream	ns-Allen Additional	Co Kristi Car	neron		362	5/18/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$2,500.00
History	Туре	Date	Regardi							Reco		
	New Opportunity	4/18/2009	America	n Drear	ns-Allen	Additional C	Component	- CHT1 Sales: Initia	l Communicati	Chris	s Huffman	
American Dream	ns-Allen Store	Kristi Cai	neron		362	5/18/201	12/31/99	Chris Huffman	Needs Asses	sme	Open	\$12,000.00
History	Туре	Date	Regardi							Reco		
	New Opportunity	4/18/2009	America	n Drear	ns-Allen	Store - CHT	1 Sales: N	eeds Assessment 25	%	Chris	s Huffman	
American Dream	ns-N TX Offices	Kristi Cai	meron		44	6/14/201	6/28/201	Ernst Anderson	Commitmen	t to	Closed -	\$10,000.00
History	Туре	Date	Regardi							Reco		
	Opportunity Won	4/14/2008	New Op	portunit	y \$10,00	0.00 Closed	d - Won			Chris	s Huffman	
	Opportunity Stag	9/30/2009	N TX Of	fices - A	CT! Sale	s Cycle: Co	mmitment	to Buy 100%		Chris	s Huffman	
American Dream	ns-New Opportunit	y Kristi Cai	neron		44	6/19/201	7/3/2011	Chris Huffman	Commitmen	t to	Closed -	\$2,500.00
History	Туре	Date										
	Opportunity Stag	4/18/2008	New Op	portunit	y - ACT!	Sales Cycle	: Commitn	nent to Buy 100%		Chris	s Huffman	
	Opportunity Won	4/18/2008	New Op	portunit	y \$2,500	.00 Closed	- Won			Chris	s Huffman	
American Dream	ns-SC for Home Off	fic Hayleigh	Frieda		532	11/29/20	12/31/99	Allison Mikola	Service Site	Visit	Open	\$2,000.00
History	Туре	Date	Regardi									
	New Opportunity	10/30/2008	SC-Hom	ne Office	- ACT! S	Sales Cycle	Initial Com	munication 10%		Allis	on Mikola	
	Field Changed	5/1/2009	Field ch	anged						Chris	s Huffman	
American Dream	ns-Upgrad Compon	en Hayleigh	Frieda		37	11/29/20	12/6/201	Allison Mikola	Commitmen	t to	Closed -	\$2,500.00

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History	Туре	Date	Regarding								-
	New Opportunity	10/15/2008	Upgrad Compo	nent - AC	CT! Sales Cy	cle Commit	ment to Buy 100%		Allis	on Mikola	
	Opportunity Won	10/30/2008	Upgrad Compo	nent \$2,5	500.00 Close	ed - Won			Allis	on Mikola	
American Drear	ns-Warehouse	Hayleigh Fr	ieda	532	11/29/20	12/31/99	Allison Mikola	Presentation		Open	\$12,000.00
History	Туре	Date	Regarding						Reco		-
	New Opportunity	10/1/2008	Upgrad Compo	nent - AC	CT! Sales Cy	cle Present	ation 40%		Allis	on Mikola	
Best Lender-SC	on Banking Faciity	Benny Lend	ler	532	11/29/20	12/31/99	Allison Mikola	Service Awa	iting	Open	\$2,000.00
History	Туре	Date	Regarding						Reco		-
	New Opportunity	10/30/2008	New Opportuni	ty - ACT!	Sales Cycle	Needs Ass	essment 25%		Allis	on Mikola	
	Field Changed	5/1/2009	Field changed						Chri	s Huffman	
Bick's Longhorn	s-Service for All Te	xa Lesley Bene	edict	330	6/19/201	12/31/99	Chris Huffman	Service Prop	osal	Open	\$6,000.00
History	Туре	Date	Regarding						Reco		-
	Field Changed	8/3/2009	Field changed						Chri	s Huffman	
Black Forest Ba	king-Frosting Plant	U Kristi Elmer	ndorf	330	6/19/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$2,500.00
History	Туре	Date	Regarding						Reco		-
	Field Changed	4/30/2009	Field changed						Chri	s Huffman	
Bodega's Birds-	Bodega Bay	Mitch Brenr	ner	532	11/29/20	12/31/99	Allison Mikola	Needs Asses	sme	Open	\$12,000.00
History	Туре	Date	Regarding						Reco		-
	Opportunity Stag	11/28/2008	Bodega Bay - A	CT! Sale	s Cycle: Ne	eds Assessr	ment 25%		Chri	s Huffman	
	New Opportunity	10/30/2008	New Opportuni	ty - ACT!	Sales Cycle	Initial Con	nmunication 10%		Allis	on Mikola	
Bodega's Birds-	Bodega Bay HQ	Mitch Brenr	ner	37	11/29/20	12/6/201	Allison Mikola	Negotiation		Closed -	\$12,000.00
History	Туре	Date	Regarding						Reco		-
	Opportunity Won	1/20/2009	Bodega Bay HÇ	\$12,000	0.00 Closed	- Won			Allis	on Mikola	
	New Opportunity	10/30/2008	New Opportuni	ty - ACT!	Sales Cycle	Negotiatio	n 100%		Allis	on Mikola	
Bodega's Birds-	Corporate Headqua	art Mitch Brenn	ner	330	2/19/201	12/31/99	Chris Huffman	Presentation		Open	\$8,000.00

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History Field Changed 12/30/2011 Field changed Chris Huffman Bodega's Birds-SC for LA Mitch Brenner 532 11/29/20 12/31/99 Allison Mikola Service Site Visit Open \$2,000.00 History New Opportunity 11/3/2008 Bodega Bay HQ - ACT! Sales Cycle Needs Assessment 25% Allison Mikola Melanie Daniels Bodega's Birds-School Project 532 11/29/20 12/31/99 Allison Mikola Needs Assessme Open \$12,000.00 History New Opportunity 10/30/2008 New Opportunity - ACT! Sales Cycle Needs Assessment 25% Allison Mikola Boomer's Artworx-Headquarters Jane Bellamy 11/29/20 12/31/99 Ernst Anderson Initial Communic Open \$12,000.00 History New Opportunity 9/30/2009 Headquarters - ACT! Sales Cycle Initial Communication 10% **Ernst Anderson** Boomer's Artworx-Lawrenceville Exp Bettie James 6/19/201 12/31/99 Ernst Anderson Sales Fulfillment Open \$7,500.00 History Field Changed 11/14/2009 Field changed Chris Huffman Boomer's Artworx-Loft Update Richard Harvison 362 5/18/201 12/31/99 Ernst Anderson Needs Assessme Open \$8,000.00 History New Opportunity 8/17/2009 Loft Update - ACT! Sales Cycle Needs Assessment 25% Chris Huffman Boomer's Artworx-Replacement Parts Richard Harvison 5/18/201 12/31/99 Ernst Anderson Needs Assessme Open \$800.00 History Replacement parts for Loft - ACT! Sales Cycle Needs Assessment 25% New Opportunity 4/18/2009 **Ernst Anderson** Boomer's Artworx-SC for Scottsdale Emily Dunn 11/29/20 12/31/99 Allison Mikola Service Proposal Open \$2,000.00 History Field Changed 5/1/2009 Field changed Chris Huffman New Opportunity 10/30/2008 New Opportunity - ACT! Sales Cycle Initial Communication 10% Allison Mikola Boomer's Artworx-SC for Scottsdale Bettie James 6/19/201 12/31/99 Chris Huffman Service Proposal Open \$2,000.00 History

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Field Changed 6/26/2009 Field changed Chris Huffman Boomer's Artworx-Service Contract f Jane Bellamy 330 6/19/201 12/31/99 Chris Huffman Service Proposal Open \$2,000.00 History Field Changed 6/18/2009 Field changed Chris Huffman Boomer's Artworx-Upgrade to Loft Richard Harvison 44 6/20/201 7/4/2011 Ernst Anderson Commitment to Closed -\$4,000.00 History **Ernst Anderson** Opportunity Won 2/27/2009 Upgrade to Loft \$4,000.00 Closed - Won Opportunity Stag 2/27/2009 Upgrade to Loft - ACT! Sales Cycle: Commitment to Buy 100% Chris Huffman Brandee's Bakery-Boise Expansion Liz Dittmeier 362 5/18/201 12/31/99 Chris Huffman Negotiation Open \$12,000.00 History New Opportunity 7/17/2009 New Opportunity - ACT! Sales Cycle Negotiation 65% Chris Huffman Brandee's Bakery-Idaho City Expansi Liz Dittmeier 362 5/18/201 12/31/99 Chris Huffman Initial Communic Open \$12,000.00 History New Opportunity 10/17/2009 New Opportunity - ACT! Sales Cycle Initial Communication 10% Chris Huffman Brandee's Bakery-Parts for Bakery Mackenzie Jensen 5/18/201 12/31/99 Allison Mikola Commitment to Open \$500.00 History Opportunity Stag 4/12/2012 Field changed Chris Huffman Opportunity Stag 4/12/2012 Field changed Chris Huffman New Opportunity 4/18/2008 Parts for Bakery - ACT! Sales Cycle Presentation 40% Allison Mikola Opportunity Stag 4/24/2012 Field changed Chris Huffman Field Changed 4/6/2012 Field changed Chris Huffman Field Changed 4/12/2012 Field changed Chris Huffman Field Changed Field changed Chris Huffman 4/12/2012 Field Changed Chris Huffman 4/24/2012 Field changed Brandee's Bakery-Replacement Parts Liz Dittmeier 362 5/18/201 12/31/99 Chris Huffman Initial Communic Open \$1,500.00 History

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	New Opportunity	4/18/2010	New Opportuni	ty - ACT!	Sales Cycle	Initial Con	nmunication 10%		Chris	Huffman	
Brandee's Baker	y-SC	Liz Dittmeie	er	37	11/29/20	12/6/201	Allison Mikola	Service Site	Visit	Closed -	\$2,000.00
History	Туре	Date	Regarding						Reco		-
	New Opportunity	10/2/2008	New Opportuni	ty - ACT!	Sales Cycle	Sales Fulfi	llment 100%		Alliso	on Mikola	
	Opportunity Won	11/14/2008	New Opportuni	ty \$2,000	0.00 Closed	- Won			Alliso	on Mikola	
Brandee's Baker	-y-SC	Mackenzie J	lensen	362	5/18/201	12/31/99	Allison Mikola	Service Site	Visit	Open	\$2,000.00
History	Туре	Date	Regarding						Reco		-
	New Opportunity	4/18/2008	SC - ACT! Sales	S Cycle N	eeds Assess	ment 25%			Alliso	on Mikola	
Brandee's Baker	ry-Warehouse	Mackenzie J	lensen	362	5/18/201	12/31/99	Allison Mikola	Negotiation		Open	\$12,000.00
History	Туре	Date	Regarding								-
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Negotiatio	n 65%		Alliso	on Mikola	
Brock, Lathers a	and Freedman-Cook	(I Dr. Deiter B	Brock	330	6/19/201	12/31/99	Allison Mikola	Initial Comm	nunic	Open	\$7,500.00
History	Туре	Date	Regarding						Reco		-
	Access Changed	6/2/2009	Everyone has b	een adde	ed to the ac	cess list. C	hris Huffman has beer	n removed fr	Chris	Huffman	
Brock, Lathers a	and Freedman-Main	F Dr. Deiter B	Brock	44	5/18/201	6/1/2011	Allison Mikola	Commitmen	t to	Closed -	\$12,000.00
History	Туре		Regarding								-
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Commitme	ent to Buy 80%		Alliso	on Mikola	
	Access Changed	6/2/2009	Everyone has b	een adde	ed to the ac	cess list. C	hris Huffman has beer	n removed fr	Chris	Huffman	
	Opportunity Won	12/19/2008	Main Facility \$1	2,000.00	Closed - W	on /			Chris	Huffman	
Brock, Lathers a	ind Freedman-Plan	t Dr. Deiter B	Brock	44	6/19/201	7/3/2011	Allison Mikola	Commitmen	t to	Closed -	\$12,000.00
History	Туре	Date	Regarding								-
	Access Changed	6/2/2009	Everyone has b	een adde	ed to the ac	cess list. C	hris Huffman has beer	n removed fr	Chris	Huffman	
	Opportunity Won	10/26/2008	Plant \$12,000.0	00 Closed	d - Won				Chris	Huffman	
Brock, Lethers a	ınd Freedman-Plan	t R Dr. Deiter B	Brock	532	11/29/20	12/31/99	Chris Huffman	Needs Asses	sme	Open	\$400.00
History	Туре	Date	Regarding						Reco		-
	New Opportunity	10/30/2009	New Opportuni	ty - ACT!	Sales Cycle	Needs Ass	sessment 25%		Chris	Huffman	

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	Access Changed	6/2/2009	Everyone has b	een add	ed to the ac	cess list.			Chris Huffman	
Brushy's Golfing	World-New Guinea	a Paul Brushn	nan	362	5/18/201	12/31/99	Ernst Anderson	Initial Comm	nunic Open	\$2,500.00
History	Туре		Regarding						Record Manag	
	New Opportunity	4/18/2009	New Guinea - A	CT! Sale	s Cycle Initi	ial Commur	nication 10%		Ernst Anderso	n
Brushy's Golfing	y World-New Zealan	d Paul Brushr	nan	362	5/18/201	12/31/99	Ernst Anderson	Presentation	Open	\$12,000.00
History	Туре		Regarding						Record Manag	
	New Opportunity	3/18/2009	New Zealand -	ACT! Sal	es Cycle Pre	esentation 4	10%		Ernst Anderso	n
Brushy's Golfing	y World-NSW Upgra	de Paul Brushn	nan	362	5/18/201	12/31/99	Ernst Anderson	Needs Asses	sme Open	\$500.00
History	Туре									
	Opportunity Stag	4/6/2012	Field changed						Chris Huffman	
	New Opportunity	8/1/2009	NSW Upgrade -	- ACT! Sa	iles Cycle Sa	ales Fulfillm	ent 90%		Ernst Anderso	n
	Field Changed	4/6/2012	Field changed						Chris Huffman	
Burley Internet	Communications-S	C f Joshua Burl	ey	362	5/18/201	12/31/99	Ernst Anderson	Service Site	Visit Open	\$2,000.00
History	Туре									
	New Opportunity	4/22/2009	SC for SC - ACT	Γ! Sales (Cycle Needs	Assessme	nt 25%		Ernst Anderso	n
Cadbury-Additio	onal Component for	Bi William Cad	lbury	37	11/29/20	12/6/201	Ernst Anderson	Negotiation	Closed -	\$2,500.00
History	Туре									
	New Opportunity	9/19/2008	New Opportunit	ty - ACT!	Sales Cycle	e Negotiatio	n 100%		Ernst Anderso	n
	Opportunity Won	10/30/2008	Additional Com	ponent fo	or Birmingh	am \$2,500.	00 Closed - Won		Ernst Anderso	n
Circle Photograp	ohy-Dallas Office Up	og Jonathan Je	enkins	362	5/18/201	12/31/99	Allison Mikola	Needs Asses	sme Open	\$5,000.00
History	Туре									
	New Opportunity	4/18/2008	New Opportunit	ty - ACT!	Sales Cycle	Needs Ass	sessment 25%		Allison Mikola	
Circle Photograp	ohy-New Opportunit	ty Sean Duffy		44	6/20/201	7/4/2011	Ernst Anderson	Needs Asses	sme Closed -	\$4,000.00
History	Туре									
	Opportunity Won	1/26/2009	New Opportunit	ty \$4,000	0.00 Closed	- Won			Ernst Anderso	n
Circle Photograp	hy-Office Replacen	ne Sean Duffy		362	5/18/201	12/31/99	Ernst Anderson	Sales Fulfilln	nent Open	\$400.00

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History	Туре	Date	Regarding						Record Man	ager
	New Opportunity	4/18/2009	Office replacem	nents - AG	CT! Sales Cy	ycle Needs	Assessment 25%		Ernst Ander	son
	Opportunity Stag	4/24/2012	Field changed						Chris Huffm	an
Circle Photograp	hy-Plano Plant	Jonathan Je	enkins	44	5/18/201	6/1/2011	Allison Mikola	Commitmen	t to Closed	- \$12,000.00
History	Туре	Date	Regarding						Record Man	ager
	Opportunity Won	4/18/2008	Plano Plant \$12	2,000.00	Closed - Wo	on			Chris Huffm	an
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	e Commitm	ent to Buy 100%		Allison Miko	la
Coffee Producer	s-Replacement Par	ts Morgan Ker	nnedy	365	5/15/201	12/31/99	Chris Huffman	Initial Comm	nunic Open	\$2,500.00
History	Туре	Date	Regarding							ager
	New Opportunity	4/14/2010	New Opportuni	ty - ACT!	Sales Cycle	e Initial Cor	nmunication 10%		Chris Huffm	an
Coffee Producer	s-Roasting Plant	Morgan Ker	nnedy	44	6/19/201	7/3/2011	Allison Mikola	Initial Comm	nunic Closed	- \$7,500.00
History	Туре	Date	Regarding						Record Man	ager
	Opportunity Won	11/24/2008	Roasting Facilit	ies \$7,50	0.00 Closed	d - Won			Chris Huffm	an
Coffee Producer	s-Roasting Plants	Morgan Ker	nnedy	330	6/19/201	12/31/99	Allison Mikola	Presentation	Open	\$8,000.00
History	Туре	Date	Regarding							ager
	Opportunity Stag	4/14/2008	New Opportuni	ty - ACT!	Sales Cycle	e: Presenta	tion 40%		Chris Huffm	an
COI-Houston Tr	aining Facility	UR Powerfu	I	44	5/18/201	6/1/2011	Chris Huffman	Commitmen	t to Closed	- \$12,000.00
History	Туре	Date	Regarding						Record Man	ager
	Opportunity Stag	11/18/2008	Upgrade for Ho	uston - A	CT! Sales C	Cycle: Comi	mitment to Buy 80%		Chris Huffm	an
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	e Initial Cor	nmunication 10%		Chris Huffm	an
	Opportunity Won	12/15/2008	Houston Trainir	ng Facility	/ \$12,000.0	00 Closed -	Won		Chris Huffm	an
	Opportunity Stag	8/22/2008	New Opportuni	ty - ACT!	Sales Cycle	e: Presenta	tion 40%		Chris Huffm	an
COI-SC		UR Powerfu	I	44	5/18/201	6/1/2011	Chris Huffman	Service Site	Visit Closed	- \$2,000.00
History	Туре	Date	Regarding						Record Man	ager
	Field Changed	5/1/2009	Field changed						Chris Huffm	an

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	Opportunity Won	7/29/2010	SC \$2,000.00 C	losed - V	Von				Chri	s Huffman	
	New Opportunity	3/17/2010	New Opportunit	y - ACT!	Sales Cycle	Needs Ass	sessment 25%		Chri	s Huffman	
COI-SC for Bella	ire Offices	UR Powerfu	I	44	6/19/201	7/3/2011	Chris Huffman	Service Site	Visit	Closed -	\$2,000.00
History	Туре		Regarding								
	Opportunity Won	11/13/2008	SC for Bellaire (Offices \$2	2,000.00 Cld	sed - Won			Chri	s Huffman	
COI-Upgrade for	Houston	UR Powerfu		362	5/18/201	12/31/99	Chris Huffman	Commitment	to	Open	\$8,000.00
History	Туре		Regarding								
	New Opportunity	9/18/2009	New Opportunit	y - ACT!	Sales Cycle	Commitm	ent to Buy 80%		Chri	s Huffman	
Continental Dete	ective Agency-Expa	ns John Guild		362	5/18/201	12/31/99	Allison Mikola	Negotiation		Open	\$12,000.00
History	Туре	Date	Regarding								
	New Opportunity	4/18/2008	New Opportunit	y - ACT!	Sales Cycle	Negotiatio	on 65%		Allis	on Mikola	
Continental Ener	rgy-Oilfield Offices	Herman Get	tter	362	5/18/201	12/31/99	Allison Mikola	Negotiation		Open	\$2,500.00
History	Туре		Regarding								
	New Opportunity	4/18/2008	Oilfield Offices -	ACT! Sa	ales Cycle No	egotiation (65%		Allis	on Mikola	
County Tennis S	upplies-SC for UK	Chris Burn		329	6/20/201	12/31/99	Ernst Anderson	Service Awai	ting	Open	\$2,000.00
History	Туре		Regarding								
	Field Changed	7/14/2009	Field changed						Chri	s Huffman	
County Tennis S	upplies-UK	Chris Burn		532	11/29/20	12/31/99	Ernst Anderson	Needs Asses	sme	Open	\$12,000.00
History	Туре		Regarding								
	New Opportunity	10/30/2009	UK - ACT! Sales	Cycle N	eeds Assess	ment 25%			Erns	t Anderson	
Dijango Consult	ng-Outback Offices	s Dan Minnick	(44	5/18/201	6/1/2011	Chris Huffman	Negotiation		Closed -	\$800.00
History	Туре	Date	Regarding								
	New Opportunity	4/18/2008	New Opportunit	y - ACT!	Sales Cycle	Negotiatio	on 100%		Chri	s Huffman	
	Opportunity Won	4/18/2008	New Opportunit	y \$800.C	00 Closed - V	Won			Chri	s Huffman	
Django Consulti	ng-Install TechONE	Dan Minnick	(44	5/18/201	6/1/2011	Chris Huffman	Commitment	to	Closed -	\$12,000.00
History	Туре	Date	Regarding						Reco	ord Managei	

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	New Opportunity	4/18/2008	New Op	portuni	ty - ACT!	Sales Cycle	e Commitm	ent to Buy 100%		Chris	s Huffman	
	Opportunity Won	4/18/2008	New Op	portuni	ty \$12,00	00.00 Close	d - Won			Chris	s Huffman	
Dr Brian Bayne-	New Opportunity	Dr. Brian E	Bayne, M.	D.	44	6/20/201	7/4/2011	Ernst Anderson	Needs Asses	ssme	Closed -	\$12,000.0
History	Туре	Date										
	Opportunity Won	3/27/2009	New Op	portuni	ty \$12,00	00.00 Close	d - Won			Erns	t Andersor	
Dr Brian Bayne-	Replacement Parts	fo Dr. Brian E	Bayne, M.	D.	532	11/29/20	12/31/99	Ernst Anderson	Initial Comn	nunic	Open	\$500.0
History	Туре	Date										
	New Opportunity	10/29/2009	Reolace	ement Pa	arts for M	lain Office -	- ACT! Sales	s Cycle Initial Commi	unication 10%	Erns	t Andersor	ı
Dr Brian Bayne-	Service Only	Dr. Brian E	Bayne, M.	D.	329	6/20/201	12/31/99	Ernst Anderson	Service Awa	iting	Open	\$2,000.0
History	Туре	Date										
	Field Changed	6/16/2009	Field ch	nanged						Chris	s Huffman	
Durkin ACT Opp	ortunity	Chris Huffr	man		8	4/14/201	12/31/99	Chris Huffman	Sales Fulfillr	ment	Open	\$0.0
Activities												
	Appointment	4/14/2012 L	ow	Parent	:-Teacher	Conference	e		Chris Huffman	1	0	No
	Meeting	4/14/2012 L	ow	Meetin	ng not ne	eded. Desig	gned the rep	port using Impact R	Chris Huffman	1	60	No
Notes	Туре	Date										
	Note	4/14/2012								Chris	s Huffman	
	Note	4/14/2012								Chris	s Huffman	
History												
	Field Changed	4/14/2012	Field ch	nanged						Chris	s Huffman	
	Library Documen	4/11/2012	C:\Use	rs\Jim D	urkin7\A	ppData\Loc	cal\Temp\Ne	ew Opportunity.PDF		Chris	s Huffman	
	Opportunity Stag	4/6/2012	Field ch	nanged						Chris	s Huffman	
	Library Documen	4/11/2012	C:\Use	rs\Jim D	urkin7\A	ppData\Loc	cal\Temp\Ne	ew Opportunity.PDF		Chris	s Huffman	
	Library Documen	4/11/2012	C:\Use	rs\Jim D	urkin7\A	ppData\Loc	cal\Temp\Ne	ew Opportunity.PDF		Chris	s Huffman	
	Library Documen	4/11/2012	C:\Use	rs\Jim D	urkin7\A	ppData\Loc	cal\Temp\Ne	ew Opportunity.PDF		Chris	s Huffman	
	Field Changed	4/12/2012	Field ch	nanged						Chris	s Huffman	

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	Opportunity Stag	4/12/2012	Field ch	anged						Chris Hu	ıffman	
	Field Changed	4/24/2012	Field ch	anged						Chris Hu	ıffman	
	Library Documen	4/11/2012	C:\User	s\Jim D	urkin7\A _l	ppData\Loc	al\Temp\Ne	ew Opportunity.PDF		Chris Hu	ıffman	
	Opportunity Stag	4/24/2012	Field ch	anged						Chris Hu	ıffman	
	Library Documen	4/11/2012	C:\User	s\Jim D	urkin7\A _l	ppData\Loc	al\Temp\Ne	ew Opportunity.PDF		Chris Hu	ıffman	
	Library Documen	4/11/2012	C:\User	s\Jim D	urkin7\A _l	ppData\Loc	al\Temp\Ne	ew Opportunity.PDF		Chris Hu	ıffman	
	Library Documen	4/11/2012	C:\User	s\Jim D	urkin7\A _l	ppData\Loc	al\Temp\Ne	ew Opportunity.PDF		Chris Hu	ıffman	
	Library Documen	4/11/2012	C:\User	s\Jim D	urkin7\A _l	ppData\Loc	al\Temp\Ne	ew Opportunity.PDF		Chris Hu	ıffman	
	Library Documen	4/11/2012	C:\User	s\Jim D	urkin7\A _l	ppData\Loc	al\Temp\Ne	ew Opportunity.PDF		Chris Hu	ıffman	
	New Opportunity	4/6/2012	A new o	pportun	ity called	d New Oppo	rtunity was	created on 4/6/201	2 11:08:22 A	Chris Hu	ıffman	
ED Enterprises-	New TechONE	Claire Hal	dane		44	5/18/201	6/1/2011	Ernst Anderson	Commitmen	t to Clo	sed -	\$12,000.00
History	Туре	Date	Regardi							Record N		
	New Opportunity	4/18/2008	New Op	portunit	y - ACT!	Sales Cycle	Commitm	ent to Buy 100%		Ernst An	derson	
	Opportunity Won	5/18/2009	New Op	portunit	y \$12,00	0.00 Close	d - Won			Chris Hu	ıffman	
ED Enterprises-	Upgrade	Claire Hal	dane		329	6/20/201	12/31/99	Ernst Anderson	Negotiation	Ор	en	\$4,000.00
History	Туре	Date	Regardi							Record N		
	Opportunity Stag	11/14/2009	Upgrade	e - ACT!	Sales Cy	/cle: Negoti	ation 65%			Chris Hu	ıffman	
Freemont Corp-	Home Office	Dylan Ngı	ıyen		44	6/20/201	7/4/2011	Allison Mikola	Negotiation	Clo	sed -	\$12,000.00
History	Туре	Date	Regardi							Record N		
	Opportunity Won	7/30/2009	Home C	Office \$1	2,000.00	Closed - W	/on			Allison M	1ikola	
Great Northern	Coffee-St Paul	James Hil	l		362	5/18/201	12/31/99	Chris Huffman	Negotiation	Ор	en	\$12,000.00
History	Туре	Date	Regardi							Record N		
	New Opportunity	8/17/2009	St Paul	- ACT! S	Sales Cyc	le Negotiat	ion 65%			Chris Hu	ıffman	
Green Plastics-L	A Office	Ben Brado	dock		369	5/11/201	12/31/99	Chris Huffman	Presentation	Ор	en	\$14,000.00
Activities	Туре	Date		Regard							Duratio	n Clrd
	Call	1/18/2012	Low	Confer	ence Call	l to answer	initial proje	ect questions - Oppo	Chris Huffman		60	No

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								212 3	JJ 2 1	05	
Notes	Туре	Date									
	Note	9/30/2009							Chris	Huffman	
History	Туре										
	Opportunity Stag	4/10/2009	LA Office - ACT	! Sales C	ycle: Needs	Assessme	nt 25%		Chris	Huffman	
	Library Documen	5/1/2009	Presentation.pp	t					Chris	Huffman	
	New Opportunity	4/11/2008	LA Office - ACT	! Sales C	ycle Initial (Communica	tion 10%		Chris	Huffman	
	Opportunity Stag	8/8/2008	LA Office - ACT	! Sales C	ycle: Prese	ntation 40%	ó		Chris	Huffman	
Harbor Lights-R	Restaurant	Todd Horns	sby	362	5/18/201	12/31/99	Chris Huffman	Needs Asses	ssme	Open	\$12,000.00
History	Туре	Date	Regarding								
	New Opportunity	8/17/2009	Harbor Lights-F	Restaurar	nt - CTH1 Sa	ales Initial (Communication 10%		Chris	Huffman	
Harbor Lights-S	C for Restaurant	Todd Horns	sby	362	5/18/201	12/31/99	Chris Huffman	Service Site	Visit	Open	\$2,000.00
History	Туре	Date	Regarding						Reco		
	New Opportunity	12/17/2009	SC for Restaura	ant - ACT	! Sales Cyc	le Initial Co	mmunication 10%		Chris	Huffman	
Harrison & Gral	nam Garages-SC	Ella Harriso	on .	362	5/18/201	12/31/99	Ernst Anderson	Service Site	Visit	Open	\$2,000.00
History	Туре	Date	Regarding								
	New Opportunity	2/18/2010	SC - ACT! Sales	S Cycle S	ales Fulfillm	ent 90%			Ernst	t Anderson	
Harrison & Grah	nam-Main Garages	Ella Harriso	on	44	5/18/201	6/1/2011	Ernst Anderson	Commitmen	t to	Closed -	\$7,500.00
History	Туре	Date	Regarding						Reco		
	Opportunity Won	4/18/2008	Main Garages \$	7,500.00	Closed - W	Von			Chris	Huffman	
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	e Commitm	ent to Buy 100%		Ernst	t Anderson	
Hospital de la G	Gente-Main Office 2	nd Silvia Carlir	าเ่	362	7/18/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$4,000.00
History	Туре	Date	Regarding								
	New Opportunity	12/17/2008	New Opportuni	ty - ACT!	Sales Cycle	e Initial Con	nmunication 10%		Chris	Huffman	
	Field Changed	4/30/2009	Field changed						Chris	Huffman	
	Field Changed	12/30/2011	Field changed						Chris	Huffman	
Hospital de la G	Gente-Main Office U	pg Silvia Carlir	ni	44	5/18/201	6/1/2011	Chris Huffman	Needs Asses	ssme	Closed -	\$800.00

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History										
	New Opportunity	9/17/2009	New Opportuni	ty - ACT!	Sales Cycle	Needs Ass	sessment 25%		Chris Huffman	
	Opportunity Won	6/30/2010	Main Office Up	grade \$80	00.00 Closed	d - Won			Chris Huffman	
Hospital de la (Gente-New Opportur	nit Silvia Carlii	ni	44	5/18/201	6/1/2011	Chris Huffman	Commitmen	t to Closed -	\$12,000.00
History	Туре		Regarding						Record Manage	
	Opportunity Won	4/18/2008	New Opportuni	ty \$12,00	00.00 Closed	d - Won			Chris Huffman	
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Commitm	ent to Buy 100%		Chris Huffman	
Hospital de la (Gente-New Opportur	nit Silvia Carlii	ni	44	5/18/201	6/1/2011	Chris Huffman	Initial Comm	nunic Closed -	\$7,500.00
History	Туре		Regarding						Record Manage	
	Opportunity Won	4/18/2008	New Opportuni	ty \$7,500	0.00 Closed	- Won			Chris Huffman	
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Initial Con	nmunication 100%		Chris Huffman	
Hospital de la (Gente-South Americ	an Silvia Carlii	ni	44	5/18/201	6/1/2011	Chris Huffman	Commitmen	t to Closed -	\$4,000.00
History	Туре		Regarding						Record Manage	
	New Opportunity	11/18/2009	New Opportuni	ty - ACT!	Sales Cycle	Commitm	ent to Buy 100%		Chris Huffman	
	Opportunity Won	4/18/2010	South America	n Facilitie	s \$4,000.00	Closed - V	Von		Chris Huffman	
International S	afari-Upgrade to Wa	ırri Vivian Grad	e	44	5/18/201	6/1/2011	Ernst Anderson	Negotiation	Closed -	\$12,000.00
History	Туре		Regarding						Record Manage	
	New Opportunity	1/12/2009	Upgrade to Wa	rribee - A	ACT! Sales C	ycle Negot	iation 100%		Ernst Anderson	
	Opportunity Won	4/18/2009	Upgrade to Wa	rribee \$1	2,000.00 CI	osed - Wor	1		Chris Huffman	
International S	afari-Werribee Offic	es Vivian Grad	e	329	6/20/201	12/31/99	Ernst Anderson	Presentation	Open	\$2,500.00
History	Туре		Regarding						Record Manage	
	Field Changed	9/6/2009	Estimated Clos	e Date Fi	eld Werribe	e Offices ch	anged from "Tuesday	, May 20, 20	Chris Huffman	
Jake Flakes-SC	and Replacement P	ar Rudy Nords	strom	362	5/18/201	12/31/99	Chris Huffman	Service Site	Visit Open	\$2,300.00
History	Туре		Regarding						Record Manage	
	New Opportunity	10/17/2009	Jake Flakes-SC	and Rep	lacement Pa	rts - CHT1	Service: Service Site	Visit 25%	Chris Huffman	

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Jake Flakes-Upgrade		Rudy Nordstrom		362	5/18/201	12/31/99	Chris Huffman	Presentation		Open	\$12,000.00	
History	Туре	Date										
	New Opportunity	9/1/2009	New Opportunit	ty - ACT! Sales Cycle Presentation 40%						Chris Huffman		
KKQS-Chandler	Power Station	Bill Craig		362	5/18/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$2,000.00	
History												
	New Opportunity	4/18/2009	New Opportunit	y - ACT!	Sales Cycle	Initial Con	nmunication 10%		Chris	Huffman		
KKQS-Scottsdale	e Power Station	Bill Craig		362	5/18/201	12/31/99	Chris Huffman	Needs Asses	sme	Open	\$7,500.00	
History	Туре	Date										
	New Opportunity	4/18/2009	New Opportunit	y - ACT!	Sales Cycle	Needs Ass	sessment 25%		Chris	Huffman		
KKQS-Tempe Po	wer Station	Bill Craig		362	5/18/201	12/31/99	Chris Huffman	Needs Asses	sme	Open	\$12,000.00	
History												
	New Opportunity	11/16/2009	New Opportunit	y - ACT!	Sales Cycle	Needs Ass	sessment 25%		Chris	Huffman		
Liberty S&L-NY	Operations	George Bail	ey	362	5/18/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$12,000.00	
History	Туре	Date										
	New Opportunity	12/17/2009	NY Operations -	ACT! Sa	les Cycle Ir	itial Comm	unication 10%		Chris	Huffman		
Liberty S&L-SBe	dford Operations	George Bail	ey	362	5/18/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$12,000.00	
History	Туре	Date										
	New Opportunity	4/18/2009	Liberty S&L-Bed	dford Ope	erations - Cl	HT1 Sales:	Initial Communication	10%	Chris	Huffman		
Liberty S&L-VT (Operations	Mary Bailey		362	5/18/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$12,000.00	
History	Туре	Date										
	New Opportunity	7/18/2009	VT Operations -	ACT! Sa	les Cycle In	itial Comm	unication 10%		Chris	Huffman		
Mandrake Think	Tank-DC	Buck Turgio	Ison	330	3/19/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$12,000.00	
History	Туре	Date										
	Field Changed	12/30/2011	Field changed						Chris	Huffman		
Mandrake Think	Tank-DC Facilities	Merkin Muff	ley	362	5/18/201	12/31/99	Chris Huffman	Initial Comm	nunic	Open	\$12,000.00	
History	Туре	Date	Regarding						Reco	rd Manager		

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	New Opportunity	10/17/2009	DC Facilities - A	CT! Sale	s Cycle Init		Chris Huffman					
Mercury Product	ion Mgmt-Home O	ffic Albert Barry	′	362	1/18/201	12/31/99	Chris Huffman	Presentation	Ор	en	\$2,000.00	
History	Туре	Date	Regarding						Record N			
	Field Changed	12/30/2011	Field changed						Chris Huffman			
	New Opportunity	12/17/2009	New Opportunit	y - ACT!	Sales Cycle	Presentati	on 40%		Chris Huffman			
Mercury Product	ion Mgmt-Home O	ffic Albert Barry	′	362	5/18/201	12/31/99	Chris Huffman	Initial Comm	nunic Op	en	\$600.00	
History	Туре	Date										
	New Opportunity	12/17/2009	New Opportunit	y - ACT!	Sales Cycle	Initial Con	nmunication 10%		Chris Hu	ıffman		
Mercury Product	ions Mgmt-Wareho	ous Albert Barry	′	44	5/18/201	6/1/2011	Chris Huffman	Commitmen	t to Clo	sed -	\$12,000.00	
History	Туре	Date										
	Opportunity Won	6/17/2010	Warehouse \$12	,000.00	Closed - Wo	n			Chris Huffman			
	New Opportunity	4/27/2009	New Opportunit	y - ACT!	Sales Cycle	Commitme	ent to Buy 100%		Chris Huffman			
Mixing Room		Bella Minoa	l	44	5/18/201	6/1/2011	Chris Huffman	Initial Comm	nunic Clo	sed -	\$12,000.00	
History	Туре	Date										
	New Opportunity	4/18/2008	Mixing Room - A	ACT! Sale	es Cycle Ini	tial Commu	nication 10%		Chris Huffman			
	Opportunity Lost	8/27/2009	Mixing Room \$1	12,000.0	0 Closed - L	.ost			Chris Huffman			
Muthound Enter	prises-AZ Dealersh	ip Steve Rees	е	44	5/18/201	6/1/2011	Chris Huffman	Commitmen	t to Clo	sed -	\$12,000.00	
History	Туре	Date										
	Opportunity Won	5/17/2010	New Opportunit	y \$12,00	00.00 Close	d - Won			Chris Hu	ıffman		
	New Opportunity	1/2/2010	New Opportunit	y - ACT!	Sales Cycle	Commitme	ent to Buy 100%		Chris Hu	ıffman		
Muthound Enter	prises-New Mexico	D Steve Rees	е	44	5/18/201	6/1/2011	Chris Huffman	Initial Comm	nunic Clo	sed -	\$9,000.00	
History	Туре	Date	Regarding						Record N			
	New Opportunity	1/4/2010	New Opportunity - ACT! Sales Cycle Initial Communication 100%							Chris Huffman		
	Opportunity Won	5/17/2010	New Opportunit	nity \$9,000.00 Closed - Won						Chris Huffman		
Muthound Enter	Muthound Enterprises-SC Steve Reese					12/31/99	Chris Huffman	Service Prop	osal Op	en	\$2,000.00	
History	Туре	Date	Regarding						Record N	Manager		

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	New Opportunity	1/5/2010	SC - ACT! Sales Cycle Negotiation 65%							Chris Huffman		
New Opportunit	ty	Amanda Fo	rm	37	11/29/20	12/6/201	Allison Mikola	Negotiation		Closed -	\$12,000.00	
History	Туре	Date	Regarding						Record Manager			
	New Opportunity	10/1/2008	New Opportuni	ty - ACT!	Sales Cycle	Negotiatio	on 0%		Allison Mikola			
	Opportunity Lost	10/30/2008	New Opportuni	ty \$12,00	00.00 Closed	d - Lost			Allison Mikola			
New Opportunit	ty	Gareth Cra	m	44	5/18/201	6/1/2011	Ernst Anderson	Needs Asses	sme	Closed -	\$12,000.00	
History	Туре	Date										
	Opportunity Lost	4/18/2008	New Opportunity \$12,000.00 Closed - Lost						Chri	s Huffman		
	New Opportunity	4/18/2008	UK Showroom	- ACT! Sa	ales Cycle N	eeds Asses	sment 0%		Erns	t Anderson		
New Opportunit	ty	James Finla	ny	44	6/19/201	7/3/2011	Chris Huffman	Sales Fulfilln	nent	Closed -	\$2,500.00	
History	Туре	Date										
	Opportunity Won	10/30/2008	New Opportuni	ty \$2,500	Chris Huffman							
New Opportunity Ethan Edw			ards	44	5/18/201	6/1/2011	Chris Huffman	Commitmen	t to	Closed -	\$10,000.00	
History	Туре											
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Commitm	ent to Buy 100%		Chri	s Huffman		
New Opportunit	ty	Ethan Edwa	ards	44	5/18/201	6/1/2011	Allison Mikola	Sales Fulfilln	nent	Closed -	\$7,500.00	
History	Туре	Date										
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Sales Fulf	illment 100%		Chri	s Huffman		
	Opportunity Won	5/18/2009	New Opportuni	ty \$7,500	0.00 Closed	- Won			Chri	s Huffman		
New Opportunit	ty	Richard Ha	rvison	37	11/29/20	12/6/201	Ernst Anderson	Negotiation		Closed -	\$2,000.00	
History	Туре	Date									r	
	New Opportuni	ty \$2,000		Chris Huffman								
	New Opportunity	New Opportunity - ACT! Sales Cycle Negotiation 0%						Ernst Anderson				
New Opportunit	lew Opportunity Dr. Deiter Br			Brock 44 6/19/201 7/3/2011 Allison Mikola Presentation						Closed -	\$2,000.00	
History	Туре	Date										
	Access Changed	6/2/2009	Everyone has been added to the access list. Chris Huffman has been removed fr							Chris Huffman		

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New Opportunity		Liz Dittmeier		44	5/18/201	6/1/2011	Allison Mikola	Commitmen	t to Closed	\$5,000.00		
History	Туре	Date	Regarding									
	Opportunity Won	4/18/2008	New Opportuni	ty \$5,000	0.00 Closed	- Won			Chris Huffman			
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Commitm	ent to Buy 100%		Allison Mikola			
New Opportunit	У	Alexander ()'Brien	44	5/18/201	6/1/2011	Chris Huffman	Sales Fulfilln	nent Closed	\$12,000.00		
History	Туре	Date	Regarding						Record Mana			
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Sales Fulf	illment 100%		Chris Huffma	n		
	Opportunity Won	4/18/2008	New Opportuni		Chris Huffma	n						
New Opportunit	.y	Lionel Mano	Irake	44	5/18/201	6/1/2011	Chris Huffman	Commitmen	t to Closed	\$12,000.00		
History	Туре	Date	Regarding						Record Mana	ger		
	Opportunity Won	4/18/2008	New Opportuni	ty \$12,00	00.00 Close	d - Won	Chris Huffman					
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!	Sales Cycle	Commitm	ent to Buy 100%		Chris Huffman			
New Opportunity Benny I			er	37	11/29/20	12/6/201	Allison Mikola	Commitmen	t to Closed	\$300.00		
History	Туре	Date	Regarding						Record Mana	ger		
	Opportunity Won	10/30/2008	New Opportuni	ty \$300.0	00 Closed -	Won			Allison Mikola	1		
	New Opportunity	10/30/2008	New Opportuni	ty - ACT!	Sales Cycle	Commitm	ent to Buy 100%		Allison Mikola			
New Opportunit	У	Rick Blaine		37	11/29/20	12/6/201	Ernst Anderson	Negotiation	Closed	\$12,000.00		
History	Туре	Date	Regarding						Record Mana	ger		
	New Opportunity	10/30/2008	New Opportuni	ty - ACT!	Sales Cycle	Negotiatio	on 0%		Ernst Anders	on		
	Opportunity Lost	10/30/2008	New Opportuni	ty \$12,00	00.00 Close	d - Lost			Chris Huffma	n		
Picture Frame L	td-Framing Facility	Joanne Lisle	2	562	10/30/20	12/31/99	Chris Huffman	Initial Comm	nunic Open	\$2,500.00		
History	Туре	Date	Regarding						Record Mana	ger		
	Library Documen	4/11/2012	C:\Users\Jim D	urkin7\A	ming Facility.P	P Chris Huffman						
	New Opportunity	7/6/2009	Picture Fram Lt	tion 10%	Chris Huffman							
	Library Documen	4/11/2012	C:\Users\Jim D	urkin7\A	ppData\Loc	al\Temp\Pi	cture Frame Ltd-Frar	ming Facility.P	Chris Huffma	n		
Prospect Boutia	ue-SC for Store	Emma Fran	cis	562	10/30/20	12/31/99	Chris Huffman	Initial Comm	nunic Open	\$2,000.00		

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History	Туре	Date	Regarding						Record Manager				
	New Opportunity	8/27/2009	SC for Store - A	ACT! Sale	s Cycle Init	ial Commui	nication 10%		Chris Huffman				
Quality Motore-	Garage	Julie Brittor	า	562	10/30/20	12/31/99	Chris Huffman	Needs Asses	sme Open	\$2,500.00			
History	Туре	Date	Regarding						Record Manager				
	Opportunity Stag	9/14/2009	Garage - ACT!	Sales Cyc		Chris Huffman							
	New Opportunity	9/1/2009	Garage - ACT!	Sales Cyc	cle Initial Co	mmunicati	on 10%		Chris Huffman				
Rainbow Dream	s-Dorothy's Homes	ste Dorothy Ga	le	562	10/30/20	12/31/99	Chris Huffman	Presentation	Open	\$12,000.00			
History	Туре	Date	Regarding						Record Manage	r			
	New Opportunity	7/24/2009	Dorothy's Hom	estead - <i>i</i>	ACT! Sales	Cycle Prese	ntation 40%		Chris Huffman				
Replacement Pa	arts	John Guild		44	5/18/201	6/1/2011	Allison Mikola	Presentation	Closed -	\$300.00			
History	Туре	Date	Regarding										
	Opportunity Lost	4/18/2008	New Opportuni	ty \$300.0	00 Closed -	Lost			Chris Huffman				
	New Opportunity	4/18/2008	New Opportuni	ty - ACT!		Allison Mikola							
Restaurant le D	ragon d'Or-Main Re	est Jacques An	toine	562	10/30/20	12/31/99	Ernst Anderson	Initial Comm	nunic Open	\$2,500.00			
History	Туре	Date	Regarding						Record Manager				
	New Opportunity	4/22/2009	Main Restaurar	t - ACT!	Sales Cycle	Initial Com	nmunication 10%		Ernst Anderson				
SD Enterprises-	SC	Kelsey Rea	У	562	10/30/20	12/31/99	Chris Huffman	Service Site	Visit Open	\$2,000.00			
History	Туре	Date	Regarding						Record Manage	r			
	New Opportunity	9/17/2009	SC - ACT! Sales	s Cycle N	egotiation 6	5%			Chris Huffman				
Searchlight Cas	ting-New Opportun	ity Gracie And	erson	44	6/19/201	7/3/2011	Chris Huffman	Negotiation	Closed -	\$4,000.00			
History	Туре	Date	Regarding						Record Manage	r			
	Access Changed	6/2/2009	Everyone has b	een adde	ed to the ac	cess list.			Chris Huffman				
Searchlight Cas	ting-Tempe	Gracie And	erson	44	6/19/201	7/3/2011	Chris Huffman	Commitmen	t to Closed -	\$12,000.00			
History	History Type Date			Regarding						Record Manager			
	Access Changed	6/2/2009	Everyone has b	een adde	ed to the ac	cess list.			Chris Huffman				

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Sierra's Cafe-Ca	afe	Brandon SI	oan	37	10/30/20	11/6/201	Allison Mikola	Needs Asses	sme C	\$12,000.00		
History	Туре	Date	Regarding									
	Opportunity Won	9/30/2009	Cafe \$12,000.0	00 Closed	d - Won				Allison	Mikola		
	New Opportunity	9/11/2009	Cafe - ACT! Sa	les Cycle	Needs Asses	ssment 25	%		Allison Mikola			
SimAero-Main C	Office	Bruce Bake	r	330	8/19/201	12/31/99	Chris Huffman	Needs Asses	sme O	pen	\$7,500.00	
History	Туре	Date	Regarding									
	Field Changed	12/30/2011	Field changed						Chris H	Huffman		
Spin Recording Studios-Australian St Anthony Keltie				44	6/19/201	7/3/2011	Chris Huffman	Negotiation	С	Closed -	\$12,000.00	
History Type Date Regarding												
	Opportunity Won	8/29/2009	Australian Stud	lios \$12,0	000.00 Close	ed - Won			Chris H	Huffman		
	Opportunity Stag	8/3/2009	Australian Stud	lios - AC	T! Sales Cycl	e: Negotia	tion 100%		Chris Huffman			
Spin Recording Studios-Press Room Anthony Keltie				330	10/19/20	12/31/99	Chris Huffman	Presentation	0	pen	\$12,000.00	
History	Туре	Date	Regarding									
	Field Changed	12/30/2011	Field changed				Chris H	Huffman				
Studio Designs-	Cheshire Warehous	se Lucy Conno	or	330	12/19/20	12/31/99	Chris Huffman	Presentation	0	pen	\$5,000.00	
History	Туре	Date	Regarding									
	Field Changed	12/30/2011	Field changed						Chris H	Huffman		
	Opportunity Stag	8/29/2009	Cheshire Warel	house - A	ACT! Sales Cy	ycle: Prese	ntation 40%		Chris H	Huffman		
Swan Leisure C	entre-SC for Centre	Nicola Harr	ison	330	9/19/201	12/31/99	Chris Huffman	Service Prop	osal O	pen	\$2,000.00	
History	Туре	Date										
	Field Changed	12/30/2011	Field changed						Chris H	Huffman		
Taylor Street Pr	otection-New Oppo	rt Frank Bullit		44	6/19/201	7/3/2011	Chris Huffman	Sales Fulfilln	nent C	Closed -	\$2,000.00	
History	Туре	Date	Regarding									
	Opportunity Won 9/30/2008 New Opportur				ınity \$2,000.00 Closed - Won							
T-Bone's Steak	T-Bone's Steakhouse-SC for Restaur Mike Underwood				11/19/20	12/31/99	Chris Huffman	Service Prop	osal O	pen	\$2,000.00	
History Type Date Regarding												

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	Field Changed	12/30/2011	Field changed			Chris Huffman							
TechONE System	n Opportunity	Suzie Lee		344	6/5/2011	12/31/99	Chris Huffman	Sales Fulfilln	nent	Open	\$10,800.00		
History	Туре	Date	Regarding										
	Field Changed	5/6/2010	Field changed						Chris Huffman				
	Field Changed	5/6/2010	Field changed			Chris Huffman							
	New Opportunity	5/6/2010	A new opportur	ity called	d New Oppo	rtunity was	created on 5/6/2010	4:24:43 PM	Chris	s Huffman			
	Field Changed	5/6/2010	Field changed						Chris	s Huffman			
	Field Changed	4/12/2012	Field changed						Chris	s Huffman			
	Opportunity Stag	4/12/2012	Field changed						Chris	s Huffman			
Unique Systems	-Portable Units	Rebecca Sa	lter	330	6/19/201	12/31/99	Chris Huffman	Negotiation		Open	\$5,000.00		
History	Туре	Date							Record Manager				
	Opportunity Stag	9/12/2009	Portable Units -	ACT! Sa	les Cycle: N	Chris Huffman							
Widget Corporat	ion-Manufacturing	James Finla	У	330	4/19/201	12/31/99	Chris Huffman	Needs Asses	ssme	Open	\$5,000.00		
History	Туре	Date											
	Field Changed	12/30/2011	Field changed						Chris Huffman				
Widget Corporat	ion-Replacement P	ar James Finla	У	532	11/29/20	12/31/99	Chris Huffman	Negotiation		Open	\$500.00		
History	Туре	Date											
	Field Changed	4/6/2012	Field changed						Chris	s Huffman			
	Opportunity Stag	4/6/2012	Field changed						Chris	s Huffman			
	Field Changed	4/9/2012	Field changed						Chris	s Huffman			
	Opportunity Stag	4/9/2012	Field changed						Chris	s Huffman			
	Field Changed	4/9/2012	Field changed			Chris	s Huffman						
	New Opportunity	10/1/2009	New Opportunit	y - ACT!		Chris Huffman							
	Opportunity Stag	4/9/2012	Field changed						Chris	s Huffman			
Widget Corporat	ion-Warehouse	Max Headlo	ng	330	6/19/201	12/31/99	Chris Huffman	Needs Asses	ssme	Open	\$5,000.00		
Activities	Туре	Date Pr	ioriy Regard	ling				Organizer		Duratio	on Clrd		

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	Call	9/14/2011	Low	Confor	onco Cal	I to discuss	Chris Huffman		60	No				
				-				ntrol objectives- Op						
	Meeting	8/31/2011			• •	•	• •	ty Name: "Widget C	Chris Huffman		60	No		
	Meeting	8/24/2011			nine Proj	ect paramet	:ers-Opport	tunity Name: "Widg	Chris Huffman	n 60		No		
History	Туре	Date	Regard											
	Field Changed	5/1/2009	Field ch	nanged						Chris Huffman				
Willis Enterprise	s-Main Office Upda	te Bill Willis	i		44	6/19/201	7/3/2011	Chris Huffman	Commitmen	t to Cl	osed -	\$4,000.00		
History	Туре	Date	Regard							Record				
	Field Changed	5/1/2009	Field ch	nanged						Chris H	uffman			
Willis Enterprise	s-Rocky Mountain	Off George A	Agen		330	1/17/201	12/31/99	Chris Huffman	Presentation	Op	oen :	\$12,000.00		
Activities	Туре	Date		Regard					Organizer		Duration	n Clrd		
	To-do	10/19/201	Low	Check	accident	claims agai	nst this cli	ent - Opportunity Na	Chris Huffman		877	No		
History	Туре	Date		garding										
	Field Changed	1/17/2012	Field ch	d changed						Chris H	uffman			
Yale Computer-I	Headquarters	Will Blak	e		330 6/19/201 12/31/99 Chris Huffman Initial Com						oen	\$12,000.00		
Activities	Туре	Date		Regard					Organizer		Duration	n Clrd		
	Call	4/15/2012	Low	What o	do we ne	ed to move	ahead on t	his - Opportunity N	Chris Huffman		60	No		
History	Туре	Date												
	Field Changed	5/1/2009	Field ch	nanged						Chris H	uffman			
YJBikes-Californ	ia Plant	Lance Pa	rker		44	6/19/201	7/3/2011	Chris Huffman	Commitmen	t to Cl	osed -	\$24,000.00		
Activities	Туре	Date		Regard					Organizer		Duration	n Clrd		
	Meeting	10/12/201	Low	On site Inspection - Opportunity Name: "YJBikes-Californi Chris Huffman							120	No		
History	Туре	Date		,						Record	Manager			
	Field Changed	5/1/2009	Field ch	hanged Chri							uffman			
	Field Changed	5/1/2009	Field ch	nanged						Chris H	uffman			
	Library Documen	5/1/2009	Agreem	nent-YJB	ikes-Cali	forniaPlant.	doc			Chris Huffman				
YJBikes-Californ	ia Warehouse Trial	s Wilhelm	l nke		330	6/10/201	12/21/00	Chris Huffman	Initial Comm			\$12,000.00		

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Activities	Туре	Date		rioriy Regarding Organizer											
	Call	8/12/2011	Low		Check or	n statu	s of trial - C	pportunity	Name: "YJBikes-Cal	Chris Huffman		60	No		
Notes	Туре	Date	N								Record				
	Note	4/27/2008									Chris Huffman				
History	Туре														
	Field Changed	5/1/2009	Fi	ield cha	anged						Chris Huffman				
YJBikes-New Me	xico Facility	Ethan Ca	ampbe	ell 335 6/14/201 12/31/99 Chris Huffman Negotiation							Op	pen \$3	24,000.00		
Activities															
	Call	11/16/201	Low		Are we d	on trac	k for year e	nd closing?	Opportunity Name:	Chris Huffman		871	Yes		
History	Туре														
	Call Completed	12/21/2011	. Aı	re we c	n track f	or yea	r end closin	g? Opportui	nity Name: "YJBikes	-New Mexico F	Durkin Computing				
	Library Documen	5/1/2009	Q	uote-Y	JBikes-NI	MFacilit	ty .doc				Chris H	uffman			
YJBikes-Texas O	perations	Ethan Ca	ampbe	ell		363	5/17/201	12/31/99	Chris Huffman	Negotiation	Op	en \$	12,000.00		
Activities	Туре	Date								Organizer					
	Meeting	2/15/2012	Low		Opportu	nity Na	me: "YJBik	es-Texas O _l	perations" Process	Chris Huffman		60	No		
History	Туре														
	Opportunity Stag	8/25/2009	Y	JBikes ⁻	Texas Op	eration	ns - CTH1 S	ales: Prese	ntation 40%		Chris H	uffman			
	Opportunity Stag	6/16/2009	Y	JBikes-	Texas Op	peratio	ns - CTH1 S	ales: Needs	s Assessment 25%		Chris H	uffman			
	Library Documen	5/1/2009	Q	QuoteYJI	Bikes-Te	xas Op	erations .do	С			Chris H	uffman			
	New Opportunity	4/17/2009	9 YJBikes-Texas Operations - CHT1 Sales: Initial Communication 10% Chris Huffn							uffman					
	Opportunity Stag	4/17/2008	Y	YJBikes-Texas Operations - CHT1 Sales: Negotiation 65%							Chris H	uffman			
YJBikes-Upgrade	e to California Plan	t Wilhelm	Loke		:	330	6/19/201	12/31/99	Chris Huffman	Negotiation	Op	en :	\$7,000.00		
Activities	Туре	Date		iy						Organizer	er Duration (
	Meeting	8/17/2011	Low		Presentation: Opportunity Name: "Upgrade to California					Chris Huffman		60	No		
	Call	9/14/2011	Low		Determi	ne Whe	ere we are i	n Negotiatio	ons - Opportunity N	Chris Huffman		125	No		
History	Туре														

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Library Documen	4/24/2009	YJB Presentation.ppt	Chris Huffman
Library Documen	4/24/2009	YJB-Quote .doc	Chris Huffman
Field Changed	6/9/2009	Field changed	Chris Huffman
To-do Done	5/25/2009	Created Presentation for our first meeting in June. Added to Documents tab.	Chris Huffman

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