

# Activities closed by User with rates

CH TechONE  
 13 East 54th St. Suite 300  
 New York, NY 10008  
 212-555-2485

Friday, December 30, 2011

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| Type                  | Date       | Time                 | Regarding                                       | Minutes               | Charges       |                   |
|-----------------------|------------|----------------------|---|-----------------------|---------------|-------------------|
| <b>Allison Mikola</b> |            | <b>Rate Per Hour</b> | <b>95.00</b>                                    |                       |               |                   |
| Call                  | 11/5/2011  | 11:00 AM             | Confirm Appointment                             | 30                    | \$47.50       |                   |
| Call                  | 11/12/2011 | 10:30 AM             | Confirm Appointment                             | 30                    | \$47.50       |                   |
| Call                  | 11/19/2011 | 10:30 AM             | Confirm Appointment                             | 30                    | \$47.50       |                   |
|                       |            |                      |   | <b>Call</b>           | <b>3</b>      | <b>\$142.50</b>   |
| Meeting               | 11/2/2011  | 8:30 AM              | Networking Breakfast                            | 90                    | \$142.50      |                   |
| Meeting               | 11/2/2011  | 1:30 PM              | Lunch Meeting                                   | 90                    | \$142.50      |                   |
| Meeting               | 11/9/2011  | 11:30 AM             | Lunch Meeting                                   | 90                    | \$142.50      |                   |
| Meeting               | 11/11/2011 | 8:00 PM              | Dinner Meeting                                  | 60                    | \$95.00       |                   |
| Meeting               | 11/13/2011 | 12:30 PM             | Lunch Meeting                                   | 90                    | \$142.50      |                   |
| Meeting               | 11/24/2011 | 4:00 PM              | Contract Negotiations                           | 60                    | \$95.00       |                   |
| Meeting               | 11/29/2011 | 12:30 PM             | Lunch Meeting                                   | 90                    | \$142.50      |                   |
|                       |            |                      |   | <b>Meeting</b>        | <b>7</b>      | <b>\$902.50</b>   |
| To-do                 | 11/4/2011  | 4:30 PM              | Prepare Sales Report and Plan Next Week         | 90                    | \$142.50      |                   |
| To-do                 | 11/9/2011  | 10:30 AM             | Prepare Quote                                   | 60                    | \$95.00       |                   |
| To-do                 | 11/23/2011 | 10:30 AM             | Prepare Quote                                   | 60                    | \$95.00       |                   |
|                       |            |                      |   | <b>To-do</b>          | <b>3</b>      | <b>\$332.50</b>   |
|                       |            |                      |   | <b>Allison Mikola</b> | <b>Total:</b> | <b>\$1,377.50</b> |
| <b>Chris Huffman</b>  |            | <b>Rate Per Hour</b> | <b>100.00</b>                                   |                       |               |                   |
| Call                  | 8/24/2011  | 2:00 PM              | Confirm Shipment                                | 10                    | \$16.67       |                   |
| Call                  | 11/12/2011 | 1:00 AM              | AS-Follow-up to Last Order                      | 10                    | \$16.67       |                   |
| Call                  | 11/16/2011 | 1:01 AM              | Are we on track for year end closing? Opportuni | 871                   | \$1,451.67    |                   |
| Call                  | 11/16/2011 | 2:30 PM              | Conference Call to Discuss open issues - Opport | 60                    | \$100.00      |                   |
|                       |            |                      |   | <b>Call</b>           | <b>4</b>      | <b>\$1,585.00</b> |
| Marketing Call        | 11/4/2011  | 11:30 AM             | Prospect Call                                   | 30                    | \$50.00       |                   |
| Marketing Call        | 11/5/2011  | 3:30 PM              | Tradeshaw Follow up                             | 60                    | \$100.00      |                   |
| Marketing Call        | 11/11/2011 | 10:30 AM             | Prospect Call                                   | 30                    | \$50.00       |                   |
| Marketing Call        | 11/16/2011 | 4:00 PM              | Follow up sales presentation                    | 10                    | \$16.67       |                   |
|                       |            |                      |   | <b>Marketing Call</b> | <b>4</b>      | <b>\$216.67</b>   |
| Meeting               | 10/31/2011 | 5:00 PM              | AsiaPac Sales Meeting Conference Call           | 60                    | \$100.00      |                   |

Report Criteria: [IS\_CLEARED]='True' AND ([START\_DATE\_TIME] BETWEEN '1/1/2011' AND '1/1/2012' )

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|---|------------|----------------------|--|---------------|-------------------|
| Meeting                                 | 10/31/2011 | 5:00 PM              | AsiaPac Sales Meeting Conference Call        | 60            | \$100.00          |
| Meeting                                 | 10/31/2011 | 5:00 PM              | AsiaPac Sales Meeting Conference Call        | 60            | \$100.00          |
| Meeting                                 | 11/3/2011  | 9:00 AM              | Staff Meeting                                | 60            | \$100.00          |
| Meeting                                 | 11/3/2011  | 9:00 AM              | Staff Meeting                                | 60            | \$100.00          |
| Meeting                                 | 11/3/2011  | 11:00 AM             | Presentation                                 | 60            | \$100.00          |
| Meeting                                 | 11/7/2011  | 8:00 AM              | Write Article for E-Newsletter               | 90            | \$150.00          |
| <b>Meeting</b>                          |            |                      |  | <b>7</b>      | <b>\$750.00</b>   |
| To-do                                   | 9/17/2011  | 5:00 PM              | Purchase Palm device to integrate with ACT!  | 60            | \$100.00          |
| To-do                                   | 11/5/2011  | 2:00 AM              | AS-Send Thank You Letter for Last Order      | 10            | \$16.67           |
| To-do                                   | 11/13/2011 | 1:00 AM              | Send Thank You Letter for Business           | 5             | \$8.33            |
| To-do                                   | 11/22/2011 | 7:13 AM              | Follow-up on Demonstration - Can Ben see the | 5             | \$8.33            |
| To-do                                   | 11/26/2011 | 1:00 AM              | Send Thank You Letter for Business           | 5             | \$8.33            |
| <b>To-do</b>                            |            |                      |  | <b>5</b>      | <b>\$141.67</b>   |
| <b>Chris Huffman</b>                    |            |                      |  | <b>Total:</b> | <b>\$2,693.33</b> |
| <b>Ernst Anderson</b>                   |            | <b>Rate Per Hour</b> | <b>90.00</b>                                 |               |                   |
| Call                                    | 11/2/2011  | 12:30 PM             | Cold Call                                    | 30            | \$45.00           |
| Call                                    | 11/17/2011 | 10:30 AM             | Cold Call                                    | 10            | \$15.00           |
| Call                                    | 11/24/2011 | 4:00 PM              | Needs Assessment                             | 10            | \$15.00           |
| <b>Call</b>                             |            |                      |  | <b>3</b>      | <b>\$75.00</b>    |
| <b>Ernst Anderson</b>                   |            |                      |  | <b>Total:</b> | <b>\$75.00</b>    |
| <b>Total Charges for all activities</b> |            |                      |  |               | <b>\$4,145.83</b> |