

Opportunities with Activities, Notes and History

Saturday, April 14, 2012

Opportunity Name	Contact	Open	Estimate	Actual	Record Manager	Stage	Status	Total
A1 Services of UK-Expansion	George Agen...	228	1/17/201	1/3/2012	Chris Huffman	Initial Communic	Closed -	\$2,500.00
History	Type	Date	Regarding				Record Manager	
	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	Angela Ives	44	6/14/201	6/28/201	Chris Huffman	Needs Assessme	Closed -	\$12,000.00
History	Type	Date	Regarding				Record Manager	
	Opportunity Won	4/13/2009	Portable Unit \$12,000.00 Closed - Won				Chris Huffman	
A1 Services of UK-Replacement Parts	Angela Ives	37	11/29/20	12/6/201	Ernst Anderson	Commitment to	Closed -	\$300.00
History	Type	Date	Regarding				Record Manager	
	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	Presentation	Open	\$4,000.00
History	Type	Date	Regarding				Record Manager	
	New Opportunity	8/30/2009	Update for Uk Offices - ACT! Sales Cycle Presentation 40%				Ernst Anderson	
A1 Services-SC for UK Offices	Andy Harrison	532	11/29/20	12/31/99	Ernst Anderson	Service Proposal	Open	\$2,000.00
History	Type	Date	Regarding				Record Manager	
	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	Andy Harrison	532	11/29/20	12/31/99	Ernst Anderson	Needs Assessme	Open	\$800.00
History	Type	Date	Regarding				Record Manager	
	New Opportunity	10/30/2009	Spare Parts - ACT! Sales Cycle Needs Assessment 25%				Ernst Anderson	
A1 Services-Station Road Facilities	Andy Harrison	532	11/29/20	12/31/99	Ernst Anderson	Negotiation	Open	\$2,500.00
History	Type	Date	Regarding				Record Manager	

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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	Type	Date	Regarding						Record Manager	
	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	Type	Date	Regarding						Record Manager	
	New Opportunity	10/30/2009	New Opportunity - ACT! Sales Cycle Needs Assessment 25%						Chris Huffman	
Ace Pet Store-Corporate Offices	Ben Barrow...		330	6/19/201	12/31/99	Chris Huffman	Needs Assessme	Open	\$6,100.00	
Activities	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	
	Meeting	9/28/2011	Low	Decision Maker Meeting in Defining Needs for Their Office			Chris Huffman	60	No	
History	Type	Date	Regarding						Record Manager	
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\Ace Pet Store-Corporate Offices.PDF						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	Sandy Ryan		335	6/14/201	12/31/99	Chris Huffman	Presentation	Open	\$16,000.00	
Activities	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	
	Meeting	9/28/2011	Low	Define What the Franchise Needs Are - Opportunity Nam			Chris Huffman	60	No	
History	Type	Date	Regarding						Record Manager	
	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	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	
	Call	8/24/2011	Low	Can we set up Conference Call for all Oregaon Franchisee			Chris Huffman	60	No	
History	Type	Date	Regarding						Record Manager	
	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	Type	Date	Regarding						Record Manager	

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	New Opportunity	9/1/2009	Replacement Parts - ACT! Sales Cycle Initial Communication 10%					Ernst Anderson		
Ace Pet Store-SC for Corp Offices	Jackie Jorgensen	335	6/14/201	12/31/99	Allison Mikola	Service Site Visit	Open	\$4,000.00		
Activities	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	
	Call	7/13/2011	Low	Discuss Service Options for Final Bid - Opportunity Name			Chris Huffman	60	No	
History	Type	Date	Regarding					Record Manager		
	Field Changed	5/1/2009	Field changed					Chris Huffman		
Ace Pet Store-TechONE	Colleen McCarthy	44	6/14/201	6/28/201	Chris Huffman	Negotiation	Closed -	\$12,000.00		
History	Type	Date	Regarding					Record Manager		
	Opportunity Won	4/13/2008	New Opportunity \$12,000.00 Closed - Won					Chris Huffman		
	Access Changed	4/6/2012	All Users has been removed from the access list.					Chris Huffman		
	Field Changed	5/1/2009	Field changed					Chris Huffman		
Ace Pet Store-Trial for Oregon Franc	Jim Curtis	335	6/14/201	12/31/99	Chris Huffman	Needs Assessme	Open	\$12,000.00		
Activities	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	
	To-do	2/9/2012	Low	More Clearly Define their Requirements - Opportunity Na			Chris Huffman	950	No	
History	Type	Date	Regarding					Record Manager		
	Opportunity Stag	3/27/2009	Trial for Oregon Franchises - ACT! Sales Cycle: Needs Assessment 25%					Chris Huffman		
	Field Changed	5/1/2009	Field changed					Chris Huffman		
Ace Pet Store-Upgrade for Corp Offic	Gavin Dillerstone	44	6/19/201	7/3/2011	Ernst Anderson	Commitment to	Closed -	\$4,000.00		
Activities	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	
	Meeting	5/3/2012	Low	Disucss Final Project Components - Opportunity Name: "			Chris Huffman	60	No	
History	Type	Date	Regarding					Record Manager		
	Opportunity Won	10/30/2008	New Opportunity \$4,000.00 Closed - Won					Chris Huffman		
	Field Changed	5/1/2009	Field changed					Chris Huffman		
	Opportunity Stag	9/30/2008	Upgrade for Corp Offices - ACT! Sales Cycle: Commitment to Buy 100%					Chris Huffman		
Ace Pet Store-Upgrade for Oregon	Gavin Dillerstone	532	11/29/20	12/31/99	Ernst Anderson	Initial Communic	Open	\$600.00		
Activities	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	

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	Call	11/16/201	Low	Conference Call to Discuss open issues - Opportunity Na			Chris Huffman	60	Yes
History	Type	Date	Regarding					Record Manager	
	New Opportunity	10/29/2009	Upgrade for Oregon - ACT! Sales Cycle Initial Communication 10%					Ernst Anderson	
	Call Completed	12/21/2011	Conference Call to Discuss open issues - Opportunity Name: "Ace Pet Store-Upgr					Durkin Computing	
African Queen Warehouse	Rose Sayer	44	6/19/201	7/3/2011	Chris Huffman	Sales Fulfillment	Closed -	\$12,000.00	
History	Type	Date	Regarding					Record Manager	
	Opportunity Lost	9/30/2008	African Queen Warehouse \$12,000.00 Closed - Lost					Chris Huffman	
American Dreams-Allen Additional Co	Kristi Cameron	362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$2,500.00	
History	Type	Date	Regarding					Record Manager	
	New Opportunity	4/18/2009	American Dreams-Allen Additional Component - CHT1 Sales: Initial Communicati					Chris Huffman	
American Dreams-Allen Store	Kristi Cameron	362	5/18/201	12/31/99	Chris Huffman	Needs Assessme	Open	\$12,000.00	
History	Type	Date	Regarding					Record Manager	
	New Opportunity	4/18/2009	American Dreams-Allen Store - CHT1 Sales: Needs Assessment 25%					Chris Huffman	
American Dreams-N TX Offices	Kristi Cameron	44	6/14/201	6/28/201	Ernst Anderson	Commitment to	Closed -	\$10,000.00	
History	Type	Date	Regarding					Record Manager	
	Opportunity Won	4/14/2008	New Opportunity \$10,000.00 Closed - Won					Chris Huffman	
	Opportunity Stag	9/30/2009	N TX Offices - ACT! Sales Cycle: Commitment to Buy 100%					Chris Huffman	
American Dreams-New Opportunity	Kristi Cameron	44	6/19/201	7/3/2011	Chris Huffman	Commitment to	Closed -	\$2,500.00	
History	Type	Date	Regarding					Record Manager	
	Opportunity Stag	4/18/2008	New Opportunity - ACT! Sales Cycle: Commitment to Buy 100%					Chris Huffman	
	Opportunity Won	4/18/2008	New Opportunity \$2,500.00 Closed - Won					Chris Huffman	
American Dreams-SC for Home Offic	Hayleigh Frieda	532	11/29/20	12/31/99	Allison Mikola	Service Site Visit	Open	\$2,000.00	
History	Type	Date	Regarding					Record Manager	
	New Opportunity	10/30/2008	SC-Home Office - ACT! Sales Cycle Initial Communication 10%					Allison Mikola	
	Field Changed	5/1/2009	Field changed					Chris Huffman	
American Dreams-Upgrad Componen	Hayleigh Frieda	37	11/29/20	12/6/201	Allison Mikola	Commitment to	Closed -	\$2,500.00	

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History	Type	Date	Regarding							Record Manager	
	New Opportunity	10/15/2008	Upgrad Component - ACT! Sales Cycle Commitment to Buy 100%							Allison Mikola	
	Opportunity Won	10/30/2008	Upgrad Component \$2,500.00 Closed - Won							Allison Mikola	
American Dreams-Warehouse		Hayleigh Frieda		532	11/29/20	12/31/99	Allison Mikola	Presentation	Open	\$12,000.00	
History	Type	Date	Regarding							Record Manager	
	New Opportunity	10/1/2008	Upgrad Component - ACT! Sales Cycle Presentation 40%							Allison Mikola	
Best Lender-SC on Banking Faciity		Benny Lender		532	11/29/20	12/31/99	Allison Mikola	Service Awaiting	Open	\$2,000.00	
History	Type	Date	Regarding							Record Manager	
	New Opportunity	10/30/2008	New Opportunity - ACT! Sales Cycle Needs Assessment 25%							Allison Mikola	
	Field Changed	5/1/2009	Field changed							Chris Huffman	
Bick's Longhorns-Service for All Texa		Lesley Benedict		330	6/19/201	12/31/99	Chris Huffman	Service Proposal	Open	\$6,000.00	
History	Type	Date	Regarding							Record Manager	
	Field Changed	8/3/2009	Field changed							Chris Huffman	
Black Forest Baking-Frosting Plant U		Kristi Elmendorf		330	6/19/201	12/31/99	Chris Huffman	Initial Communic	Open	\$2,500.00	
History	Type	Date	Regarding							Record Manager	
	Field Changed	4/30/2009	Field changed							Chris Huffman	
Bodega's Birds-Bodega Bay		Mitch Brenner		532	11/29/20	12/31/99	Allison Mikola	Needs Assessme	Open	\$12,000.00	
History	Type	Date	Regarding							Record Manager	
	Opportunity Stag	11/28/2008	Bodega Bay - ACT! Sales Cycle: Needs Assessment 25%							Chris Huffman	
	New Opportunity	10/30/2008	New Opportunity - ACT! Sales Cycle Initial Communication 10%							Allison Mikola	
Bodega's Birds-Bodega Bay HQ		Mitch Brenner		37	11/29/20	12/6/201	Allison Mikola	Negotiation	Closed -	\$12,000.00	
History	Type	Date	Regarding							Record Manager	
	Opportunity Won	1/20/2009	Bodega Bay HQ \$12,000.00 Closed - Won							Allison Mikola	
	New Opportunity	10/30/2008	New Opportunity - ACT! Sales Cycle Negotiation 100%							Allison Mikola	
Bodega's Birds-Corporate Headquart		Mitch Brenner		330	2/19/201	12/31/99	Chris Huffman	Presentation	Open	\$8,000.00	

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History	Type	Date	Regarding							Record Manager	
	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	Type	Date	Regarding							Record Manager	
	New Opportunity	11/3/2008	Bodega Bay HQ - ACT! Sales Cycle Needs Assessment 25%							Allison Mikola	
Bodega's Birds-School Project		Melanie Daniels		532	11/29/20	12/31/99	Allison Mikola	Needs Assessme	Open	\$12,000.00	
History	Type	Date	Regarding							Record Manager	
	New Opportunity	10/30/2008	New Opportunity - ACT! Sales Cycle Needs Assessment 25%							Allison Mikola	
Boomer's Artworx-Headquarters		Jane Bellamy		532	11/29/20	12/31/99	Ernst Anderson	Initial Communic	Open	\$12,000.00	
History	Type	Date	Regarding							Record Manager	
	New Opportunity	9/30/2009	Headquarters - ACT! Sales Cycle Initial Communication 10%							Ernst Anderson	
Boomer's Artworx-Lawrenceville Exp		Bettie James		330	6/19/201	12/31/99	Ernst Anderson	Sales Fulfillment	Open	\$7,500.00	
History	Type	Date	Regarding							Record Manager	
	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	Type	Date	Regarding							Record Manager	
	New Opportunity	8/17/2009	Loft Update - ACT! Sales Cycle Needs Assessment 25%							Chris Huffman	
Boomer's Artworx-Replacement Parts		Richard Harvison		362	5/18/201	12/31/99	Ernst Anderson	Needs Assessme	Open	\$800.00	
History	Type	Date	Regarding							Record Manager	
	New Opportunity	4/18/2009	Replacement parts for Loft - ACT! Sales Cycle Needs Assessment 25%							Ernst Anderson	
Boomer's Artworx-SC for Scottsdale		Emily Dunn		532	11/29/20	12/31/99	Allison Mikola	Service Proposal	Open	\$2,000.00	
History	Type	Date	Regarding							Record Manager	
	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		330	6/19/201	12/31/99	Chris Huffman	Service Proposal	Open	\$2,000.00	
History	Type	Date	Regarding							Record Manager	

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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	Type	Date	Regarding						Record Manager
	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	Type	Date	Regarding						Record Manager
	Opportunity Won	2/27/2009	Upgrade to Loft \$4,000.00 Closed - Won						Ernst Anderson
	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	Type	Date	Regarding						Record Manager
	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	Type	Date	Regarding						Record Manager
	New Opportunity	10/17/2009	New Opportunity - ACT! Sales Cycle Initial Communication 10%						Chris Huffman
Brandee's Bakery-Parts for Bakery	Mackenzie Jensen	362	5/18/201	12/31/99	Allison Mikola	Commitment to	Open	\$500.00	
History	Type	Date	Regarding						Record Manager
	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	4/12/2012	Field changed						Chris Huffman
	Field Changed	4/24/2012	Field changed						Chris Huffman
Brandee's Bakery-Replacement Parts	Liz Dittmeier	362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$1,500.00	
History	Type	Date	Regarding						Record Manager

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	New Opportunity	4/18/2010	New Opportunity - ACT! Sales Cycle Initial Communication 10%					Chris Huffman		
Brandee's Bakery-SC		Liz Dittmeier	37	11/29/20	12/6/2011	Allison Mikola	Service Site Visit	Closed -	\$2,000.00	
History	Type	Date	Regarding					Record Manager		
	New Opportunity	10/2/2008	New Opportunity - ACT! Sales Cycle Sales Fulfillment 100%					Allison Mikola		
	Opportunity Won	11/14/2008	New Opportunity \$2,000.00 Closed - Won					Allison Mikola		
Brandee's Bakery-SC		Mackenzie Jensen	362	5/18/2011	12/31/99	Allison Mikola	Service Site Visit	Open	\$2,000.00	
History	Type	Date	Regarding					Record Manager		
	New Opportunity	4/18/2008	SC - ACT! Sales Cycle Needs Assessment 25%					Allison Mikola		
Brandee's Bakery-Warehouse		Mackenzie Jensen	362	5/18/2011	12/31/99	Allison Mikola	Negotiation	Open	\$12,000.00	
History	Type	Date	Regarding					Record Manager		
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Negotiation 65%					Allison Mikola		
Brock, Lathers and Freedman-Cook I		Dr. Deiter Brock	330	6/19/2011	12/31/99	Allison Mikola	Initial Communic	Open	\$7,500.00	
History	Type	Date	Regarding					Record Manager		
	Access Changed	6/2/2009	Everyone has been added to the access list. Chris Huffman has been removed fr					Chris Huffman		
Brock, Lathers and Freedman-Main F		Dr. Deiter Brock	44	5/18/2011	6/1/2011	Allison Mikola	Commitment to	Closed -	\$12,000.00	
History	Type	Date	Regarding					Record Manager		
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 80%					Allison Mikola		
	Access Changed	6/2/2009	Everyone has been added to the access list. Chris Huffman has been removed fr					Chris Huffman		
	Opportunity Won	12/19/2008	Main Facility \$12,000.00 Closed - Won					Chris Huffman		
Brock, Lathers and Freedman-Plant		Dr. Deiter Brock	44	6/19/2011	7/3/2011	Allison Mikola	Commitment to	Closed -	\$12,000.00	
History	Type	Date	Regarding					Record Manager		
	Access Changed	6/2/2009	Everyone has been added to the access list. Chris Huffman has been removed fr					Chris Huffman		
	Opportunity Won	10/26/2008	Plant \$12,000.00 Closed - Won					Chris Huffman		
Brock, Lathers and Freedman-Plant R		Dr. Deiter Brock	532	11/29/2011	12/31/99	Chris Huffman	Needs Assessme	Open	\$400.00	
History	Type	Date	Regarding					Record Manager		
	New Opportunity	10/30/2009	New Opportunity - ACT! Sales Cycle Needs Assessment 25%					Chris Huffman		

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	Access Changed	6/2/2009	Everyone has been added to the access list.						Chris Huffman	
Brushy's Golfing World-New Guinea	Paul Brushman	362	5/18/201	12/31/99	Ernst Anderson	Initial Communic	Open	\$2,500.00		
History	Type	Date	Regarding					Record Manager		
	New Opportunity	4/18/2009	New Guinea - ACT! Sales Cycle Initial Communication 10%					Ernst Anderson		
Brushy's Golfing World-New Zealand	Paul Brushman	362	5/18/201	12/31/99	Ernst Anderson	Presentation	Open	\$12,000.00		
History	Type	Date	Regarding					Record Manager		
	New Opportunity	3/18/2009	New Zealand - ACT! Sales Cycle Presentation 40%					Ernst Anderson		
Brushy's Golfing World-NSW Upgrade	Paul Brushman	362	5/18/201	12/31/99	Ernst Anderson	Needs Assessme	Open	\$500.00		
History	Type	Date	Regarding					Record Manager		
	Opportunity Stag	4/6/2012	Field changed					Chris Huffman		
	New Opportunity	8/1/2009	NSW Upgrade - ACT! Sales Cycle Sales Fulfillment 90%					Ernst Anderson		
	Field Changed	4/6/2012	Field changed					Chris Huffman		
Burley Internet Communications-SC f	Joshua Burley	362	5/18/201	12/31/99	Ernst Anderson	Service Site Visit	Open	\$2,000.00		
History	Type	Date	Regarding					Record Manager		
	New Opportunity	4/22/2009	SC for SC - ACT! Sales Cycle Needs Assessment 25%					Ernst Anderson		
Cadbury-Additional Component for Bi	William Cadbury	37	11/29/20	12/6/201	Ernst Anderson	Negotiation	Closed -	\$2,500.00		
History	Type	Date	Regarding					Record Manager		
	New Opportunity	9/19/2008	New Opportunity - ACT! Sales Cycle Negotiation 100%					Ernst Anderson		
	Opportunity Won	10/30/2008	Additional Component for Birmingham \$2,500.00 Closed - Won					Ernst Anderson		
Circle Photography-Dallas Office Upg	Jonathan Jenkins	362	5/18/201	12/31/99	Allison Mikola	Needs Assessme	Open	\$5,000.00		
History	Type	Date	Regarding					Record Manager		
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Needs Assessment 25%					Allison Mikola		
Circle Photography-New Opportunity	Sean Duffy	44	6/20/201	7/4/2011	Ernst Anderson	Needs Assessme	Closed -	\$4,000.00		
History	Type	Date	Regarding					Record Manager		
	Opportunity Won	1/26/2009	New Opportunity \$4,000.00 Closed - Won					Ernst Anderson		
Circle Photography-Office Replaceme	Sean Duffy	362	5/18/201	12/31/99	Ernst Anderson	Sales Fulfillment	Open	\$400.00		

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History	Type	Date	Regarding	Record Manager
	New Opportunity	4/18/2009	Office replacements - ACT! Sales Cycle Needs Assessment 25%	Ernst Anderson
	Opportunity Stag	4/24/2012	Field changed	Chris Huffman
Circle Photography-Plano Plant Jonathan Jenkins 44 5/18/201 6/1/2011 Allison Mikola Commitment to Closed - \$12,000.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Won	4/18/2008	Plano Plant \$12,000.00 Closed - Won	Chris Huffman
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%	Allison Mikola
Coffee Producers-Replacement Parts Morgan Kennedy 365 5/15/201 12/31/99 Chris Huffman Initial Communic Open \$2,500.00				
History	Type	Date	Regarding	Record Manager
	New Opportunity	4/14/2010	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Coffee Producers-Roasting Plant Morgan Kennedy 44 6/19/201 7/3/2011 Allison Mikola Initial Communic Closed - \$7,500.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Won	11/24/2008	Roasting Facilities \$7,500.00 Closed - Won	Chris Huffman
Coffee Producers-Roasting Plants Morgan Kennedy 330 6/19/201 12/31/99 Allison Mikola Presentation Open \$8,000.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Stag	4/14/2008	New Opportunity - ACT! Sales Cycle: Presentation 40%	Chris Huffman
COI-Houston Training Facility UR Powerful 44 5/18/201 6/1/2011 Chris Huffman Commitment to Closed - \$12,000.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Stag	11/18/2008	Upgrade for Houston - ACT! Sales Cycle: Commitment to Buy 80%	Chris Huffman
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
	Opportunity Won	12/15/2008	Houston Training Facility \$12,000.00 Closed - Won	Chris Huffman
	Opportunity Stag	8/22/2008	New Opportunity - ACT! Sales Cycle: Presentation 40%	Chris Huffman
COI-SC UR Powerful 44 5/18/201 6/1/2011 Chris Huffman Service Site Visit Closed - \$2,000.00				
History	Type	Date	Regarding	Record Manager
	Field Changed	5/1/2009	Field changed	Chris Huffman

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	Opportunity Won	7/29/2010	SC \$2,000.00 Closed - Won						Chris Huffman	
	New Opportunity	3/17/2010	New Opportunity - ACT! Sales Cycle Needs Assessment 25%						Chris Huffman	
COI-SC for Bellaire Offices		UR Powerful	44	6/19/201	7/3/2011	Chris Huffman	Service Site Visit	Closed -	\$2,000.00	
History	Type	Date	Regarding						Record Manager	
	Opportunity Won	11/13/2008	SC for Bellaire Offices \$2,000.00 Closed - Won						Chris Huffman	
COI-Upgrade for Houston		UR Powerful	362	5/18/201	12/31/99	Chris Huffman	Commitment to	Open	\$8,000.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	9/18/2009	New Opportunity - ACT! Sales Cycle Commitment to Buy 80%						Chris Huffman	
Continental Detective Agency-Expans		John Guild	362	5/18/201	12/31/99	Allison Mikola	Negotiation	Open	\$12,000.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Negotiation 65%						Allison Mikola	
Continental Energy-Oilfield Offices		Herman Getter	362	5/18/201	12/31/99	Allison Mikola	Negotiation	Open	\$2,500.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	4/18/2008	Oilfield Offices - ACT! Sales Cycle Negotiation 65%						Allison Mikola	
County Tennis Supplies-SC for UK		Chris Burn	329	6/20/201	12/31/99	Ernst Anderson	Service Awaiting	Open	\$2,000.00	
History	Type	Date	Regarding						Record Manager	
	Field Changed	7/14/2009	Field changed						Chris Huffman	
County Tennis Supplies-UK		Chris Burn	532	11/29/20	12/31/99	Ernst Anderson	Needs Assessme	Open	\$12,000.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	10/30/2009	UK - ACT! Sales Cycle Needs Assessment 25%						Ernst Anderson	
Dijango Consulting-Outback Offices		Dan Minnick	44	5/18/201	6/1/2011	Chris Huffman	Negotiation	Closed -	\$800.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Negotiation 100%						Chris Huffman	
	Opportunity Won	4/18/2008	New Opportunity \$800.00 Closed - Won						Chris Huffman	
Django Consulting-Install TechONE		Dan Minnick	44	5/18/201	6/1/2011	Chris Huffman	Commitment to	Closed -	\$12,000.00	
History	Type	Date	Regarding						Record Manager	

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	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%					Chris Huffman		
	Opportunity Won	4/18/2008	New Opportunity \$12,000.00 Closed - Won					Chris Huffman		
Dr Brian Bayne-New Opportunity		Dr. Brian Bayne, M.D.	44	6/20/201	7/4/2011	Ernst Anderson	Needs Assessme	Closed -	\$12,000.00	
History	Type	Date	Regarding					Record Manager		
	Opportunity Won	3/27/2009	New Opportunity \$12,000.00 Closed - Won					Ernst Anderson		
Dr Brian Bayne-Replacement Parts fo		Dr. Brian Bayne, M.D.	532	11/29/20	12/31/99	Ernst Anderson	Initial Communic	Open	\$500.00	
History	Type	Date	Regarding					Record Manager		
	New Opportunity	10/29/2009	Reolacement Parts for Main Office - ACT! Sales Cycle Initial Communication 10%					Ernst Anderson		
Dr Brian Bayne-Service Only		Dr. Brian Bayne, M.D.	329	6/20/201	12/31/99	Ernst Anderson	Service Awaiting	Open	\$2,000.00	
History	Type	Date	Regarding					Record Manager		
	Field Changed	6/16/2009	Field changed					Chris Huffman		
Durkin ACT Opportunity		Chris Huffman	8	4/14/201	12/31/99	Chris Huffman	Sales Fulfillment	Open	\$0.00	
Activities	Type	Date	Priory	Regarding			Organizer	Duration	Clrd	
	Appointment	4/14/2012	Low	Parent-Teacher Conference			Chris Huffman	0	No	
	Meeting	4/14/2012	Low	Meeting not needed. Designed the report using Impact R			Chris Huffman	60	No	
Notes	Type	Date	Note					Record Manager		
	Note	4/14/2012						Chris Huffman		
	Note	4/14/2012						Chris Huffman		
History	Type	Date	Regarding					Record Manager		
	Field Changed	4/14/2012	Field changed					Chris Huffman		
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF					Chris Huffman		
	Opportunity Stag	4/6/2012	Field changed					Chris Huffman		
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF					Chris Huffman		
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF					Chris Huffman		
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF					Chris Huffman		
	Field Changed	4/12/2012	Field changed					Chris Huffman		

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	Opportunity Stag	4/12/2012	Field changed						Chris Huffman
	Field Changed	4/24/2012	Field changed						Chris Huffman
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF						Chris Huffman
	Opportunity Stag	4/24/2012	Field changed						Chris Huffman
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF						Chris Huffman
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF						Chris Huffman
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF						Chris Huffman
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF						Chris Huffman
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\New Opportunity.PDF						Chris Huffman
	New Opportunity	4/6/2012	A new opportunity called New Opportunity was created on 4/6/2012 11:08:22 A						Chris Huffman
ED Enterprises-New TechONE		Claire Haldane	44	5/18/201	6/1/2011	Ernst Anderson	Commitment to	Closed -	\$12,000.00
History	Type	Date	Regarding					Record Manager	
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%					Ernst Anderson	
	Opportunity Won	5/18/2009	New Opportunity \$12,000.00 Closed - Won					Chris Huffman	
ED Enterprises-Upgrade		Claire Haldane	329	6/20/201	12/31/99	Ernst Anderson	Negotiation	Open	\$4,000.00
History	Type	Date	Regarding					Record Manager	
	Opportunity Stag	11/14/2009	Upgrade - ACT! Sales Cycle: Negotiation 65%					Chris Huffman	
Freemont Corp-Home Office		Dylan Nguyen	44	6/20/201	7/4/2011	Allison Mikola	Negotiation	Closed -	\$12,000.00
History	Type	Date	Regarding					Record Manager	
	Opportunity Won	7/30/2009	Home Office \$12,000.00 Closed - Won					Allison Mikola	
Great Northern Coffee-St Paul		James Hill...	362	5/18/201	12/31/99	Chris Huffman	Negotiation	Open	\$12,000.00
History	Type	Date	Regarding					Record Manager	
	New Opportunity	8/17/2009	St Paul - ACT! Sales Cycle Negotiation 65%					Chris Huffman	
Green Plastics-LA Office		Ben Braddock...	369	5/11/201	12/31/99	Chris Huffman	Presentation	Open	\$14,000.00
Activities	Type	Date	Priority	Regarding			Organizer	Duration	Clrd
	Call	1/18/2012	Low	Conference Call to answer initial project questions - Opp			Chris Huffman	60	No

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Notes	Type	Date	Note	Record Manager				
	Note	9/30/2009		Chris Huffman				
History	Type	Date	Regarding	Record Manager				
	Opportunity Stag	4/10/2009	LA Office - ACT! Sales Cycle: Needs Assessment 25%	Chris Huffman				
	Library Documen	5/1/2009	Presentation.ppt	Chris Huffman				
	New Opportunity	4/11/2008	LA Office - ACT! Sales Cycle Initial Communication 10%	Chris Huffman				
	Opportunity Stag	8/8/2008	LA Office - ACT! Sales Cycle: Presentation 40%	Chris Huffman				
Harbor Lights-Restaurant		Todd Hornsby	362	5/18/201 12/31/99	Chris Huffman	Needs Assessme	Open	\$12,000.00
History	Type	Date	Regarding	Record Manager				
	New Opportunity	8/17/2009	Harbor Lights-Restaurant - CTH1 Sales Initial Communication 10%	Chris Huffman				
Harbor Lights-SC for Restaurant		Todd Hornsby	362	5/18/201 12/31/99	Chris Huffman	Service Site Visit	Open	\$2,000.00
History	Type	Date	Regarding	Record Manager				
	New Opportunity	12/17/2009	SC for Restaurant - ACT! Sales Cycle Initial Communication 10%	Chris Huffman				
Harrison & Graham Garages-SC		Ella Harrison	362	5/18/201 12/31/99	Ernst Anderson	Service Site Visit	Open	\$2,000.00
History	Type	Date	Regarding	Record Manager				
	New Opportunity	2/18/2010	SC - ACT! Sales Cycle Sales Fulfillment 90%	Ernst Anderson				
Harrison & Graham-Main Garages		Ella Harrison	44	5/18/201 6/1/2011	Ernst Anderson	Commitment to	Closed -	\$7,500.00
History	Type	Date	Regarding	Record Manager				
	Opportunity Won	4/18/2008	Main Garages \$7,500.00 Closed - Won	Chris Huffman				
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%	Ernst Anderson				
Hospital de la Gente-Main Office 2nd		Silvia Carlini	362	7/18/201 12/31/99	Chris Huffman	Initial Communic	Open	\$4,000.00
History	Type	Date	Regarding	Record Manager				
	New Opportunity	12/17/2008	New Opportunity - ACT! Sales Cycle Initial Communication 10%	Chris Huffman				
	Field Changed	4/30/2009	Field changed	Chris Huffman				
	Field Changed	12/30/2011	Field changed	Chris Huffman				
Hospital de la Gente-Main Office Upg		Silvia Carlini	44	5/18/201 6/1/2011	Chris Huffman	Needs Assessme	Closed -	\$800.00

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History	Type	Date	Regarding	Record Manager
	New Opportunity	9/17/2009	New Opportunity - ACT! Sales Cycle Needs Assessment 25%	Chris Huffman
	Opportunity Won	6/30/2010	Main Office Upgrade \$800.00 Closed - Won	Chris Huffman
Hospital de la Gente-New Opportunit Silvia Carlini 44 5/18/201 6/1/2011 Chris Huffman Commitment to Closed - \$12,000.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Won	4/18/2008	New Opportunity \$12,000.00 Closed - Won	Chris Huffman
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%	Chris Huffman
Hospital de la Gente-New Opportunit Silvia Carlini 44 5/18/201 6/1/2011 Chris Huffman Initial Communic Closed - \$7,500.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Won	4/18/2008	New Opportunity \$7,500.00 Closed - Won	Chris Huffman
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Initial Communication 100%	Chris Huffman
Hospital de la Gente-South American Silvia Carlini 44 5/18/201 6/1/2011 Chris Huffman Commitment to Closed - \$4,000.00				
History	Type	Date	Regarding	Record Manager
	New Opportunity	11/18/2009	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%	Chris Huffman
	Opportunity Won	4/18/2010	South American Facilities \$4,000.00 Closed - Won	Chris Huffman
International Safari-Upgrade to Warri Vivian Grace 44 5/18/201 6/1/2011 Ernst Anderson Negotiation Closed - \$12,000.00				
History	Type	Date	Regarding	Record Manager
	New Opportunity	1/12/2009	Upgrade to Warribee - ACT! Sales Cycle Negotiation 100%	Ernst Anderson
	Opportunity Won	4/18/2009	Upgrade to Warribee \$12,000.00 Closed - Won	Chris Huffman
International Safari-Werribee Offices Vivian Grace 329 6/20/201 12/31/99 Ernst Anderson Presentation Open \$2,500.00				
History	Type	Date	Regarding	Record Manager
	Field Changed	9/6/2009	Estimated Close Date Field Werribee Offices changed from "Tuesday, May 20, 20	Chris Huffman
Jake Flakes-SC and Replacement Par Rudy Nordstrom 362 5/18/201 12/31/99 Chris Huffman Service Site Visit Open \$2,300.00				
History	Type	Date	Regarding	Record Manager
	New Opportunity	10/17/2009	Jake Flakes-SC and Replacement Parts - 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	Type	Date	Regarding				Record Manager		
	New Opportunity	9/1/2009	New Opportunity - ACT! Sales Cycle Presentation 40%				Chris Huffman		
KKQS-Chandler Power Station	Bill Craig	362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$2,000.00	
History	Type	Date	Regarding				Record Manager		
	New Opportunity	4/18/2009	New Opportunity - ACT! Sales Cycle Initial Communication 10%				Chris Huffman		
KKQS-Scottsdale Power Station	Bill Craig	362	5/18/201	12/31/99	Chris Huffman	Needs Assessme	Open	\$7,500.00	
History	Type	Date	Regarding				Record Manager		
	New Opportunity	4/18/2009	New Opportunity - ACT! Sales Cycle Needs Assessment 25%				Chris Huffman		
KKQS-Tempe Power Station	Bill Craig	362	5/18/201	12/31/99	Chris Huffman	Needs Assessme	Open	\$12,000.00	
History	Type	Date	Regarding				Record Manager		
	New Opportunity	11/16/2009	New Opportunity - ACT! Sales Cycle Needs Assessment 25%				Chris Huffman		
Liberty S&L-NY Operations	George Bailey	362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$12,000.00	
History	Type	Date	Regarding				Record Manager		
	New Opportunity	12/17/2009	NY Operations - ACT! Sales Cycle Initial Communication 10%				Chris Huffman		
Liberty S&L-SBedford Operations	George Bailey	362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$12,000.00	
History	Type	Date	Regarding				Record Manager		
	New Opportunity	4/18/2009	Liberty S&L-Bedford Operations - CHT1 Sales: Initial Communication 10%				Chris Huffman		
Liberty S&L-VT Operations	Mary Bailey	362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$12,000.00	
History	Type	Date	Regarding				Record Manager		
	New Opportunity	7/18/2009	VT Operations - ACT! Sales Cycle Initial Communication 10%				Chris Huffman		
Mandrake Think Tank-DC	Buck Turgidson	330	3/19/201	12/31/99	Chris Huffman	Initial Communic	Open	\$12,000.00	
History	Type	Date	Regarding				Record Manager		
	Field Changed	12/30/2011	Field changed				Chris Huffman		
Mandrake Think Tank-DC Facilities	Merkin Muffley	362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$12,000.00	
History	Type	Date	Regarding				Record Manager		

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		New Opportunity	10/17/2009	DC Facilities - ACT! Sales Cycle Initial Communication 10%					Chris Huffman	
Mercury Production Mgmt-Home Offic		Albert Barry		362	1/18/201	12/31/99	Chris Huffman	Presentation	Open	\$2,000.00
History	Type	Date	Regarding						Record Manager	
	Field Changed	12/30/2011	Field changed						Chris Huffman	
	New Opportunity	12/17/2009	New Opportunity - ACT! Sales Cycle Presentation 40%						Chris Huffman	
Mercury Production Mgmt-Home Offic		Albert Barry		362	5/18/201	12/31/99	Chris Huffman	Initial Communic	Open	\$600.00
History	Type	Date	Regarding						Record Manager	
	New Opportunity	12/17/2009	New Opportunity - ACT! Sales Cycle Initial Communication 10%						Chris Huffman	
Mercury Productions Mgmt-Warehous		Albert Barry		44	5/18/201	6/1/2011	Chris Huffman	Commitment to	Closed -	\$12,000.00
History	Type	Date	Regarding						Record Manager	
	Opportunity Won	6/17/2010	Warehouse \$12,000.00 Closed - Won						Chris Huffman	
	New Opportunity	4/27/2009	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%						Chris Huffman	
Mixing Room		Bella Minoal		44	5/18/201	6/1/2011	Chris Huffman	Initial Communic	Closed -	\$12,000.00
History	Type	Date	Regarding						Record Manager	
	New Opportunity	4/18/2008	Mixing Room - ACT! Sales Cycle Initial Communication 10%						Chris Huffman	
	Opportunity Lost	8/27/2009	Mixing Room \$12,000.00 Closed - Lost						Chris Huffman	
Muthound Enterprises-AZ Dealership		Steve Reese		44	5/18/201	6/1/2011	Chris Huffman	Commitment to	Closed -	\$12,000.00
History	Type	Date	Regarding						Record Manager	
	Opportunity Won	5/17/2010	New Opportunity \$12,000.00 Closed - Won						Chris Huffman	
	New Opportunity	1/2/2010	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%						Chris Huffman	
Muthound Enterprises-New Mexico D		Steve Reese		44	5/18/201	6/1/2011	Chris Huffman	Initial Communic	Closed -	\$9,000.00
History	Type	Date	Regarding						Record Manager	
	New Opportunity	1/4/2010	New Opportunity - ACT! Sales Cycle Initial Communication 100%						Chris Huffman	
	Opportunity Won	5/17/2010	New Opportunity \$9,000.00 Closed - Won						Chris Huffman	
Muthound Enterprises-SC		Steve Reese		362	5/18/201	12/31/99	Chris Huffman	Service Proposal	Open	\$2,000.00
History	Type	Date	Regarding						Record Manager	

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	New Opportunity	1/5/2010	SC - ACT! Sales Cycle Negotiation 65%						Chris Huffman	
New Opportunity		Amanda Form	37	11/29/20	12/6/2011	Allison Mikola	Negotiation	Closed -	\$12,000.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	10/1/2008	New Opportunity - ACT! Sales Cycle Negotiation 0%						Allison Mikola	
	Opportunity Lost	10/30/2008	New Opportunity \$12,000.00 Closed - Lost						Allison Mikola	
New Opportunity		Gareth Cram	44	5/18/201	6/1/2011	Ernst Anderson	Needs Assessme	Closed -	\$12,000.00	
History	Type	Date	Regarding						Record Manager	
	Opportunity Lost	4/18/2008	New Opportunity \$12,000.00 Closed - Lost						Chris Huffman	
	New Opportunity	4/18/2008	UK Showroom - ACT! Sales Cycle Needs Assessment 0%						Ernst Anderson	
New Opportunity		James Finlay	44	6/19/201	7/3/2011	Chris Huffman	Sales Fulfillment	Closed -	\$2,500.00	
History	Type	Date	Regarding						Record Manager	
	Opportunity Won	10/30/2008	New Opportunity \$2,500.00 Closed - Won						Chris Huffman	
New Opportunity		Ethan Edwards	44	5/18/201	6/1/2011	Chris Huffman	Commitment to	Closed -	\$10,000.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%						Chris Huffman	
New Opportunity		Ethan Edwards	44	5/18/201	6/1/2011	Allison Mikola	Sales Fulfillment	Closed -	\$7,500.00	
History	Type	Date	Regarding						Record Manager	
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Sales Fulfillment 100%						Chris Huffman	
	Opportunity Won	5/18/2009	New Opportunity \$7,500.00 Closed - Won						Chris Huffman	
New Opportunity		Richard Harvison	37	11/29/20	12/6/2011	Ernst Anderson	Negotiation	Closed -	\$2,000.00	
History	Type	Date	Regarding						Record Manager	
	Opportunity Lost	10/30/2008	New Opportunity \$2,000.00 Closed - Lost						Chris Huffman	
	New Opportunity	10/30/2008	New Opportunity - ACT! Sales Cycle Negotiation 0%						Ernst Anderson	
New Opportunity		Dr. Deiter Brock	44	6/19/201	7/3/2011	Allison Mikola	Presentation	Closed -	\$2,000.00	
History	Type	Date	Regarding						Record Manager	
	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	Commitment to	Closed -	\$5,000.00	
History	Type	Date	Regarding				Record Manager			
	Opportunity Won	4/18/2008	New Opportunity \$5,000.00 Closed - Won				Chris Huffman			
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%				Allison Mikola			
New Opportunity		Alexander O'Brien	44	5/18/201	6/1/2011	Chris Huffman	Sales Fulfillment	Closed -	\$12,000.00	
History	Type	Date	Regarding				Record Manager			
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Sales Fulfillment 100%				Chris Huffman			
	Opportunity Won	4/18/2008	New Opportunity \$12,000.00 Closed - Won				Chris Huffman			
New Opportunity		Lionel Mandrake	44	5/18/201	6/1/2011	Chris Huffman	Commitment to	Closed -	\$12,000.00	
History	Type	Date	Regarding				Record Manager			
	Opportunity Won	4/18/2008	New Opportunity \$12,000.00 Closed - Won				Chris Huffman			
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%				Chris Huffman			
New Opportunity		Benny Lender	37	11/29/20	12/6/201	Allison Mikola	Commitment to	Closed -	\$300.00	
History	Type	Date	Regarding				Record Manager			
	Opportunity Won	10/30/2008	New Opportunity \$300.00 Closed - Won				Allison Mikola			
	New Opportunity	10/30/2008	New Opportunity - ACT! Sales Cycle Commitment to Buy 100%				Allison Mikola			
New Opportunity		Rick Blaine	37	11/29/20	12/6/201	Ernst Anderson	Negotiation	Closed -	\$12,000.00	
History	Type	Date	Regarding				Record Manager			
	New Opportunity	10/30/2008	New Opportunity - ACT! Sales Cycle Negotiation 0%				Ernst Anderson			
	Opportunity Lost	10/30/2008	New Opportunity \$12,000.00 Closed - Lost				Chris Huffman			
Picture Frame Ltd-Framing Facility		Joanne Lisle	562	10/30/20	12/31/99	Chris Huffman	Initial Communic	Open	\$2,500.00	
History	Type	Date	Regarding				Record Manager			
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\Picture Frame Ltd-Framing Facility.P				Chris Huffman			
	New Opportunity	7/6/2009	Picture Fram Ltd-Framing Facility - CTH1 Sales: Initial Communication 10%				Chris Huffman			
	Library Documen	4/11/2012	C:\Users\Jim Durkin7\AppData\Local\Temp\Picture Frame Ltd-Framing Facility.P				Chris Huffman			
Prospect Boutique-SC for Store		Emma Francis	562	10/30/20	12/31/99	Chris Huffman	Initial Communic	Open	\$2,000.00	

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History	Type	Date	Regarding	Record Manager
	New Opportunity	8/27/2009	SC for Store - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Quality Motore-Garage Julie Britton 562 10/30/20 12/31/99 Chris Huffman Needs Assessme Open \$2,500.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Stag	9/14/2009	Garage - ACT! Sales Cycle: Needs Assessment 25%	Chris Huffman
	New Opportunity	9/1/2009	Garage - ACT! Sales Cycle Initial Communication 10%	Chris Huffman
Rainbow Dreams-Dorothy's Homeste Dorothy Gale 562 10/30/20 12/31/99 Chris Huffman Presentation Open \$12,000.00				
History	Type	Date	Regarding	Record Manager
	New Opportunity	7/24/2009	Dorothy's Homestead - ACT! Sales Cycle Presentation 40%	Chris Huffman
Replacement Parts John Guild 44 5/18/201 6/1/2011 Allison Mikola Presentation Closed - \$300.00				
History	Type	Date	Regarding	Record Manager
	Opportunity Lost	4/18/2008	New Opportunity \$300.00 Closed - Lost	Chris Huffman
	New Opportunity	4/18/2008	New Opportunity - ACT! Sales Cycle Presentation 0%	Allison Mikola
Restaurant le Dragon d'Or-Main Rest Jacques Antoine 562 10/30/20 12/31/99 Ernst Anderson Initial Communic Open \$2,500.00				
History	Type	Date	Regarding	Record Manager
	New Opportunity	4/22/2009	Main Restaurant - ACT! Sales Cycle Initial Communication 10%	Ernst Anderson
SD Enterprises-SC Kelsey Reay 562 10/30/20 12/31/99 Chris Huffman Service Site Visit Open \$2,000.00				
History	Type	Date	Regarding	Record Manager
	New Opportunity	9/17/2009	SC - ACT! Sales Cycle Negotiation 65%	Chris Huffman
Searchlight Casting-New Opportunity Gracie Anderson 44 6/19/201 7/3/2011 Chris Huffman Negotiation Closed - \$4,000.00				
History	Type	Date	Regarding	Record Manager
	Access Changed	6/2/2009	Everyone has been added to the access list.	Chris Huffman
Searchlight Casting-Tempe Gracie Anderson 44 6/19/201 7/3/2011 Chris Huffman Commitment to Closed - \$12,000.00				
History	Type	Date	Regarding	Record Manager
	Access Changed	6/2/2009	Everyone has been added to the access list.	Chris Huffman

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Sierra's Cafe-Cafe		Brandon Sloan		37	10/30/20	11/6/2011	Allison Mikola	Needs Assessme	Closed -	\$12,000.00	
History	Type	Date	Regarding					Record Manager			
	Opportunity Won	9/30/2009	Cafe \$12,000.00 Closed - Won					Allison Mikola			
	New Opportunity	9/11/2009	Cafe - ACT! Sales Cycle Needs Assessment 25%					Allison Mikola			
SimAero-Main Office		Bruce Baker		330	8/19/2011	12/31/99	Chris Huffman	Needs Assessme	Open	\$7,500.00	
History	Type	Date	Regarding					Record Manager			
	Field Changed	12/30/2011	Field changed					Chris Huffman			
Spin Recording Studios-Australian St		Anthony Keltie		44	6/19/2011	7/3/2011	Chris Huffman	Negotiation	Closed -	\$12,000.00	
History	Type	Date	Regarding					Record Manager			
	Opportunity Won	8/29/2009	Australian Studios \$12,000.00 Closed - Won					Chris Huffman			
	Opportunity Stag	8/3/2009	Australian Studios - ACT! Sales Cycle: Negotiation 100%					Chris Huffman			
Spin Recording Studios-Press Room		Anthony Keltie		330	10/19/2011	12/31/99	Chris Huffman	Presentation	Open	\$12,000.00	
History	Type	Date	Regarding					Record Manager			
	Field Changed	12/30/2011	Field changed					Chris Huffman			
Studio Designs-Cheshire Warehouse		Lucy Connor		330	12/19/2011	12/31/99	Chris Huffman	Presentation	Open	\$5,000.00	
History	Type	Date	Regarding					Record Manager			
	Field Changed	12/30/2011	Field changed					Chris Huffman			
	Opportunity Stag	8/29/2009	Cheshire Warehouse - ACT! Sales Cycle: Presentation 40%					Chris Huffman			
Swan Leisure Centre-SC for Centre		Nicola Harrison		330	9/19/2011	12/31/99	Chris Huffman	Service Proposal	Open	\$2,000.00	
History	Type	Date	Regarding					Record Manager			
	Field Changed	12/30/2011	Field changed					Chris Huffman			
Taylor Street Protection-New Opport		Frank Bullit		44	6/19/2011	7/3/2011	Chris Huffman	Sales Fulfillment	Closed -	\$2,000.00	
History	Type	Date	Regarding					Record Manager			
	Opportunity Won	9/30/2008	New Opportunity \$2,000.00 Closed - Won					Chris Huffman			
T-Bone's Steakhouse-SC for Restaur		Mike Underwood		330	11/19/2011	12/31/99	Chris Huffman	Service Proposal	Open	\$2,000.00	
History	Type	Date	Regarding					Record Manager			

Opportunities with Activities, Notes and History

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	Field Changed	12/30/2011	Field changed					Chris Huffman		
TechONE System Opportunity		Suzie Lee		344	6/5/2011	12/31/99	Chris Huffman	Sales Fulfillment	Open	\$10,800.00
History	Type	Date	Regarding					Record Manager		
	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 opportunity called New Opportunity was created on 5/6/2010 4:24:43 PM					Chris Huffman		
	Field Changed	5/6/2010	Field changed					Chris Huffman		
	Field Changed	4/12/2012	Field changed					Chris Huffman		
	Opportunity Stag	4/12/2012	Field changed					Chris Huffman		
Unique Systems-Portable Units		Rebecca Salter		330	6/19/201	12/31/99	Chris Huffman	Negotiation	Open	\$5,000.00
History	Type	Date	Regarding					Record Manager		
	Opportunity Stag	9/12/2009	Portable Units - ACT! Sales Cycle: Negotiation 65%					Chris Huffman		
Widget Corporation-Manufacturing		James Finlay		330	4/19/201	12/31/99	Chris Huffman	Needs Assessme	Open	\$5,000.00
History	Type	Date	Regarding					Record Manager		
	Field Changed	12/30/2011	Field changed					Chris Huffman		
Widget Corporation-Replacement Par		James Finlay		532	11/29/20	12/31/99	Chris Huffman	Negotiation	Open	\$500.00
History	Type	Date	Regarding					Record Manager		
	Field Changed	4/6/2012	Field changed					Chris Huffman		
	Opportunity Stag	4/6/2012	Field changed					Chris Huffman		
	Field Changed	4/9/2012	Field changed					Chris Huffman		
	Opportunity Stag	4/9/2012	Field changed					Chris Huffman		
	Field Changed	4/9/2012	Field changed					Chris Huffman		
	New Opportunity	10/1/2009	New Opportunity - ACT! Sales Cycle Initial Communication 10%					Chris Huffman		
Opportunity Stag	4/9/2012	Field changed					Chris Huffman			
Widget Corporation-Warehouse		Max Headlong		330	6/19/201	12/31/99	Chris Huffman	Needs Assessme	Open	\$5,000.00
Activities	Type	Date	Priority	Regarding			Organizer	Duration	Clrd	

Opportunities with Activities, Notes and History

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	Call	9/14/2011	Low	Conference Call to discuss change control objectives- Op	Chris Huffman	60	No	
	Meeting	8/31/2011	Low	Modify project parameters-Opportunity Name: "Widget C	Chris Huffman	60	No	
	Meeting	8/24/2011	Low	Determine Project parameters-Opportunity Name: "Widg	Chris Huffman	60	No	
History	Type	Date	Regarding				Record Manager	
	Field Changed	5/1/2009	Field changed				Chris Huffman	
Willis Enterprises-Main Office Update	Bill Willis		44	6/19/201	7/3/2011	Chris Huffman	Commitment to Closed - \$4,000.00	
History	Type	Date	Regarding				Record Manager	
	Field Changed	5/1/2009	Field changed				Chris Huffman	
Willis Enterprises-Rocky Mountain Off	George Agen...		330	1/17/201	12/31/99	Chris Huffman	Presentation Open \$12,000.00	
Activities	Type	Date	Priory	Regarding		Organizer	Duration Clrd	
	To-do	10/19/201	Low	Check accident claims against this client - Opportunity Na		Chris Huffman	877 No	
History	Type	Date	Regarding				Record Manager	
	Field Changed	1/17/2012	Field changed				Chris Huffman	
Yale Computer-Headquarters	Will Blake...		330	6/19/201	12/31/99	Chris Huffman	Initial Communic Open \$12,000.00	
Activities	Type	Date	Priory	Regarding		Organizer	Duration Clrd	
	Call	4/15/2012	Low	What do we need to move ahead on this - Opportunity N		Chris Huffman	60 No	
History	Type	Date	Regarding				Record Manager	
	Field Changed	5/1/2009	Field changed				Chris Huffman	
YJBikes-California Plant	Lance Parker		44	6/19/201	7/3/2011	Chris Huffman	Commitment to Closed - \$24,000.00	
Activities	Type	Date	Priory	Regarding		Organizer	Duration Clrd	
	Meeting	10/12/201	Low	On site Inspection - Opportunity Name: "YJBikes-Californi		Chris Huffman	120 No	
History	Type	Date	Regarding				Record Manager	
	Field Changed	5/1/2009	Field changed				Chris Huffman	
	Field Changed	5/1/2009	Field changed				Chris Huffman	
	Library Documen	5/1/2009	Agreement-YJBikes-CaliforniaPlant.doc				Chris Huffman	
YJBikes-California Warehouse Trials	Wilhelm Loke		330	6/19/201	12/31/99	Chris Huffman	Initial Communic Open \$12,000.00	

Opportunities with Activities, Notes and History

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Activities	Type	Date	Priority	Regarding	Organizer	Duration	Clrd			
	Call	8/12/2011	Low	Check on status of trial - Opportunity Name: "YJBikes-Cal	Chris Huffman	60	No			
Notes	Type	Date	Note				Record Manager			
	Note	4/27/2008					Chris Huffman			
History	Type	Date	Regarding				Record Manager			
	Field Changed	5/1/2009	Field changed				Chris Huffman			
YJBikes-New Mexico Facility		Ethan Campbell...		335	6/14/201	12/31/99	Chris Huffman	Negotiation	Open	\$24,000.00
Activities	Type	Date	Priority	Regarding	Organizer	Duration	Clrd			
	Call	11/16/201	Low	Are we on track for year end closing? Opportunity Name:	Chris Huffman	871	Yes			
History	Type	Date	Regarding				Record Manager			
	Call Completed	12/21/2011	Are we on track for year end closing? Opportunity Name: "YJBikes-New Mexico F				Durkin Computing			
	Library Documen	5/1/2009	Quote-YJBikes-NMFacility .doc				Chris Huffman			
YJBikes-Texas Operations		Ethan Campbell...		363	5/17/201	12/31/99	Chris Huffman	Negotiation	Open	\$12,000.00
Activities	Type	Date	Priority	Regarding	Organizer	Duration	Clrd			
	Meeting	2/15/2012	Low	Opportunity Name: "YJBikes-Texas Operations" Process	Chris Huffman	60	No			
History	Type	Date	Regarding				Record Manager			
	Opportunity Stag	8/25/2009	YJBikes Texas Operations - CTH1 Sales: Presentation 40%				Chris Huffman			
	Opportunity Stag	6/16/2009	YJBikes-Texas Operations - CTH1 Sales: Needs Assessment 25%				Chris Huffman			
	Library Documen	5/1/2009	QuoteYJBikes-Texas Operations .doc				Chris Huffman			
	New Opportunity	4/17/2009	YJBikes-Texas Operations - CHT1 Sales: Initial Communication 10%				Chris Huffman			
	Opportunity Stag	4/17/2008	YJBikes-Texas Operations - CHT1 Sales: Negotiation 65%				Chris Huffman			
YJBikes-Upgrade to California Plant		Wilhelm Loke...		330	6/19/201	12/31/99	Chris Huffman	Negotiation	Open	\$7,000.00
Activities	Type	Date	Priority	Regarding	Organizer	Duration	Clrd			
	Meeting	8/17/2011	Low	Presentation: Opportunity Name: "Upgrade to California	Chris Huffman	60	No			
	Call	9/14/2011	Low	Determine Where we are in Negotiations - Opportunity N	Chris Huffman	125	No			
History	Type	Date	Regarding				Record Manager			

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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