

SAMPLE SAMPLE SAMPLE

Rich Enterprises, Inc. Rich Enterprises, Inc. Rich Enterprises, Inc.

All Calls Report

Pearl Whittman, ABC Company

732 Sidebar Rd.

Kansas City , KS 65123

Date Range: 3/25/04

Number of Contacts: 10

Contact : Brussels Inc.

Call Completed 3/25/04 1:20 PM

Marilyn Cooper

Cold call

DETAILS:

Rec. transferred me to Stephanie, Director of HR and she said she actually doesn't handle these matters and directed me to Ollie, VP or HR. Got him on the phone, but he said he was in the middle of a meeting and asked me to call back another time.

Contact : Evergreen & Associates

Call Completed 3/25/04 1:05 PM

Peter Bryant

Cold call

DETAILS:

Called and got general voice mail.

Contact : Fanway Corporation

Field Changed 3/25/04 1:31 PM

Call Completed 3/25/04 1:29 PM

George Schmidt

ID/Status - Callback Needed

Cold call

DETAILS:

Spoke to Mr. Robinson and he had a lot of questions. Asked if I could email him some information to view with Mr. Schmidt and they will get back to me. He asked for Pricing info. Will forward this over as a lead for you to provide pricing info along with email. gschmidt@fanwaycorp.org

Contact : Madusa Software Systems

Field Changed 3/25/04 1:27 PM

Call Completed 3/25/04 1:26 PM

Michael Pierce

ID/Status - Not Interested

Cold call

DETAILS:

Transferred to Mr. Pierce's secretary and she said they do not need the service and please remove them from call list.

Contact : NYC Enterprises

Call Completed 3/25/04 12:57 PM

James Best

Cold call

DETAILS:

Clid for Mr. Best, but secretary informed he is out of the ofc. today.

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Contact : Phoenix Art & Design Alliance

Field Changed 3/25/04 1:03 PM
Call Completed 3/25/04 1:01 PM

Kevin Rush

ID/Status - Call Back

Cold call

DETAILS:

Rec. transferred to Mr. Rush secretary and she said he would be interested in the product and would like more info. Email sent to krush@pada.com

Contact : Russell & Raymona Publications

Field Changed 3/25/04 1:16 PM
Call Completed 3/25/04 1:10 PM

Keith Russell

ID/Status - Appointment Set

Cold call

DETAILS:

Spoke with Mr. Russell and he says he definitely thinks his company could benefit from the use of this program and would like a demonstration of the program. He says he will have his assistant at the meeting as well since they will run the program, but he will make the decision to purchase. Mr. Russell was very pleasant and extremely interested in meeting with you. I believe there is a high potential to close this deal.

Note: Keith Russell 216-331-0547 krussell@rrpublications. website is www.rrpublications.

Appt. set for April 12th at 10am est. Verified address for appt.

Contact : SBK Industries

Call Completed 3/25/04 1:06 PM

Nicholas Kowolski

Cold call

DETAILS:

Phone just continued to ring. No answer.

Contact : Techvice Systems

Field Changed 3/25/04 1:24 PM
Call Completed 3/25/04 1:23 PM

Williams Boyd

ID/Status - Competitor

Cold call

DETAILS:

Spoke with rec. and this company offers all the same services. This is a competitor. DO NOT CALL AGAIN.

Contact : Trinity Education Systems

Call Completed 3/25/04 12:59 PM

Trinity Williams

Cold call

DETAILS:

Spoke with Trinity and she asked me to call back in week. Could not talk right now.

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