

User Activity Report

Report Description:

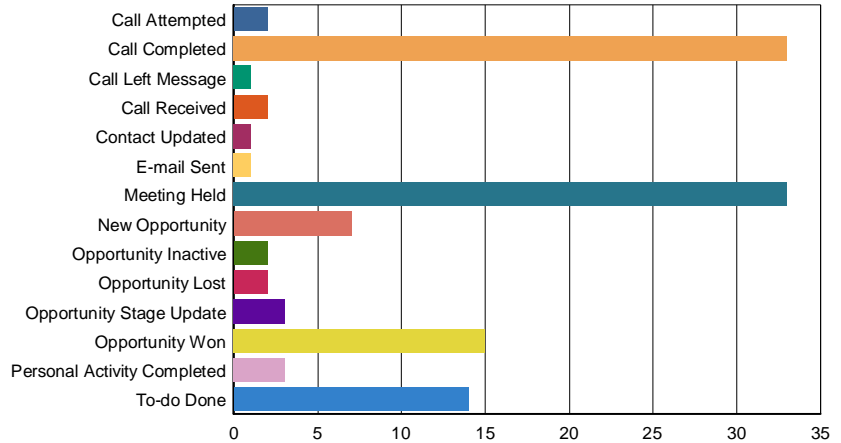
Report of all activities for user for a given period

Anthony Hewitt

	Total
Call Attempted	2
Call Completed	33
Call Left Message	1
Call Received	2
Contact Updated	1
E-mail Sent	1
Meeting Held	33
New Opportunity	7
Opportunity Inactive	2
Opportunity Lost	2
Opportunity Stage Update	3
Opportunity Won	15
Personal Activity Completed	3
To-do Done	14
Total	119

User Summary

For Anthony Hewitt



01-January-2005

Time	Company / Contact	Result	Regarding / Details
15:00	CH TechONE Sarah Whiting	Meeting Held	Weekly staff meeting General updates from all departments
15:00	CH TechONE Anthony Hewitt	Meeting Held	Weekly staff meeting General updates from all departments
15:00	CH TechONE Juliette Rosseux	Meeting Held	Weekly staff meeting General updates from all departments
15:00	CH TechONE Ernst Anderson	Meeting Held	Weekly staff meeting General updates from all departments
15:00	CH Gourmet Coffee Cecilia Carter	Meeting Held	Weekly staff meeting General updates from all departments
15:00	CH TechONE Jonathan Sommer	Meeting Held	Weekly staff meeting General updates from all departments

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02-January-2005

Time	Company / Contact	Result	Regarding / Details
16:00	CH TechONE Sarah Whiting	Meeting Held	Coaching meeting As Sarah is only getting started, we talked about her goals and the goals of CH Gourmet Gifts.

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03-January-2005

Time	Company / Contact	Result	Regarding / Details
0:00	CH TechONE Anthony Hewitt	Personal Activity Completed	Johnie's soccer practice Central Manhattan Recreation Center
16:00	CH TechONE Jonathan Sommer	Meeting Held	Coaching meeting We discussed Jon's ideas for marketing the new products.
18:00	CH TechONE Ernst Anderson	To-do Done	Quarterly sales forecast due! Ernst's forecast looks good. He has set some aggressive goals.
20:00	CH TechONE Juliette Rosseux	To-do Done	Quarterly sales forecast due! I asked Juliette to concentrate on the Southeast Region as we have great opportunities there.
21:00	CH TechONE Sarah Whiting	To-do Done	Quarterly sales forecast due! <u>Sarah is proposing concentrating more of her time on corporate sales and less on businesses under 50 employees.</u>

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05-January-2005

Time	Company / Contact	Result	Regarding / Details
16:00	CH TechONE Ernst Anderson	Meeting Held	Coaching meeting Ernst is going to work on developing the Western Region. We are seeing more interest in the products and expect more with the website.
16:00	CH Gourmet Coffee Cecilia Carter	Meeting Held	Coaching meeting Cecil presented his marketing ideas.

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06-January-2005

Time	Company / Contact	Result	Regarding / Details
0:00	CH TechONE Anthony Hewitt	Personal Activity Comple	Johnie's soccer game Central Park field #7

User Activity Report

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13-January-2005

Time	Company / Contact	Result	Regarding / Details
20:00	Willis Enterprises Bill Willis	Call Completed	Negotiate discount Bill would like a discount of 10%. I told him that I could offer 5% now and when he's regularly purchasec for a year, we could discuss a higher rate.

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25-January-2005

Time	Company / Contact	Result	Regarding / Details
17:00	CH Gourmet Imports Jane Chan	Meeting Held - Submitted some good samples - Previous floral experience	Interview

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04-February-2005

Time	Company / Contact	Result	Regarding / Details
16:00	Yellow Jersey Bikes Wilhelm Loke	To-do Done Wilhelm is a syndicated film critic. He must occasionally send gifts to studio executives when he has written a less than favorable review - to stay in good graces.	Responded to e-mail

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13-February-2005

Time	Company / Contact	Result	Regarding / Details
16:00	CH TechONE Melissa Pearce	Meeting Held	Interview Melissa is highly regarded by her references. The placement agency has also provided good feedback.

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01-March-2005

Time	Company / Contact	Result	Regarding / Details
21:00	CH TechONE Anthony Hewitt	To-do Done 3 new leads passed to sales team.	Trade Show