

## Lead to Account

Account Details

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Account Information			
Account Name:	XXXAJ's Audio & Video-Test Account	Account Num:	A6521
Industry:	AV-Automation	Account Type:	Prospect
Category:	Residential	Rating:	Active
Parent Account:		Website:	<a href="http://www.ajsav.com">www.ajsav.com</a>
Gold Support:	X	Account Owner:	<a href="#">Adam Stone Change</a>

Phone	
Phone:	555-331-4489
Fax:	

Address Information			
Billing Street:	111 Route 9 Suite O-P	Shipping Street:	
Billing City:	Queensbury	Shipping City:	
Billing State:	NY	Shipping State:	
Billing Code:	12804	Shipping Code:	
Billing Country:	United States of America	Shipping Country:	

Description Information	
Description:	<p><b>Selected Interests:</b> Please schedule a demo Company Size 5 or Less</p> <p>*Time Frame: 0-3 Months</p> <p>*Reference: Trade Show</p>
About Us:	
Created By:	<a href="#">Adam Stone</a> Thu, 23 Oct 2008 02:40:43 PM
Modified By:	<a href="#">Adam Stone</a> Thu, 23 Oct 2008 02:42:13 PM

Marketing			
Territory:	USA	Sub-Territory:	NY-CT-NJ
Annual Revenue:		No. Of Employees:	

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▼ **Contacts** New

Edit	Del	Contact Name	Title	Job Function	Email	Phone	MobileContact Type
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">Michael Jimko</a>	Sales Manager	Sales/Marketing/Consulting	<a href="mailto:mjimko@ajsav.com">mjimko@ajsav.com</a>	555-331-4489	

Displaying 1 to 1

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▼ **Notes** New Note

Edit	Del	Title	Note Content	Modified Time	Created Time	Owner Name
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">Spoke to mike</a>		10/23/2008 01:50:28 PM	10/23/2008 01:50:28 PM	<a href="#">Adam Stone</a>

Displaying 1 to 1

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▼ **Potentials** New

Edit	Del	Potential Name	Amount	Stage	Probability (%)	Closing Date	Type
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">XXXAJ's Audio &amp; Video-Test Account- 10 Seats of Pro</a>	0.0	Negotiation/Review	90	10/31/2008	

Displaying 1 to 1


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▼ **Closed Activities**

Edit	Del	Subject	Activity Type	Status	Due Date	Owner Name
<a href="#">Edit</a>	<a href="#">Del</a>	<a href="#">New Lead Follow up - NY-CT-NJ</a>	Tasks	Completed	10/23/2008	<a href="#">Shenelle Spence</a>


Displaying 1 to 1

## Lead to Potential


Potential Details

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**Potential Information**

Potential Owner: <a href="#">Adam Stone Change</a>	Amount:
Potential Name: <b>XXXXAJ's Audio &amp; Video-Test Account- 10 Seats of Pro</b> 	Closing Date: <b>10/31/2008</b>
Account Name: <a href="#">XXXXAJ's Audio &amp; Video-Test Account</a>	Stage: <b>Negotiation/Review</b>
Type:	Probability (%): <b>90</b>
Contact Name: <a href="#">Michael Jimko</a>	Expected Revenue:
	No. Of Employees:

**Marketing**

Leads Source: <b>Website</b>	Sub-Lead Source: <b>Trial</b>
Campaign Source:	Created By: <a href="#">Adam Stone</a> Thu, 23 Oct 2008 02:40:43 PM
Modified By: <a href="#">Adam Stone</a> Thu, 23 Oct 2008 02:40:43 PM	

**Description Information**

Description: **Selected Interests:**  
**Please schedule a demo**  
**Company Size 5 or Less**


**\*Time Frame: 0-3 Months**

**\*Reference: Trade Show**


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▼ **Contact Roles** [Add Contact Roles](#) [Edit All](#) Displaying 1 to 1

Contact Name	Phone	Email	Role Name
<a href="#">Del</a> <a href="#">Michael Jimko</a>	555-331-4489	mjimko@ajsav.com	


▼ **Stage History**  Displaying 1 to 1

Stage	Amount	Probability (%)	Expected Revenue	Closing Date	Modified Time
Negotiation/Review	0.0	90	0.0	10/31/2008	10/23/2008 02:40 PM

▼ **Closed Activities**  Displaying 1 to 1

Subject	Activity Type	Status	Due Date	Owner Name
<a href="#">Edit</a> <a href="#">Del</a> <a href="#">New Lead Follow up - NY-CT-NJ</a>	Tasks	Completed	10/23/2008	<a href="#">Shenelle Spence</a>

## Lead to Contact


**Contact Details**

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**Contact Information**

Account Name: <a href="#">XXXA's Audio &amp; Video-Test Account</a>	Title: <b>Sales Manager</b>
Email: <a href="mailto:mjimko@aisav.com">mjimko@aisav.com</a>	Contact Name: <b>Michael Jimko</b>
Department:	Job Function: <b>Sales/Marketing/Consulting</b>
Contact Type:	Contact Owner: <a href="#">Adam Stone</a> <span>Change</span>

**Address Information**

Mailing Street: <b>111 Route 9 Suite O-P</b>	Other Street:
Mailing City: <b>Queensbury</b>	Other City:
Mailing State: <b>NY</b>	Other State:
Mailing Zip: <b>12804</b>	Other Zip:
Mailing Country: <b>United States of America</b>	Other Country:

**Phone**

Phone: <a href="tel:555-331-4489">555-331-4489</a>	Home Phone:
Mobile:	Fax:
Assistant:	Asst Phone:
	Other Phone:

**Marketing**

Leads Source: <b>Website</b>	Sub-Lead Source: <b>Trial</b>
Campaign Source:	Email Opt Out: <b>X</b>
SME:	SME Approved: <b>X</b>
Reference Contact: <b>X</b>	

**Description Information**

Description:	<b>Selected Interests:</b> Please schedule a demo Company Size 5 or Less  *Time Frame: 0-3 Months  *Reference: Trade Show
Created By: <a href="#">Adam Stone</a> Thu, 23 Oct 2008 02:40:43 PM	
Modified By: <a href="#">Adam Stone</a> Thu, 23 Oct 2008 02:40:43 PM	

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▼ **Notes** Displaying 1 to 1

	Title	Note Content	Modified Time	Created Time	Owner Name
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▼ **Mails** Displaying 1 to 1

	Sent Or Received	Subject	Date	Sent By
<a href="#">Del</a>	Sent	<a href="#">Thank you for downloading D-Tools S13</a>	10/23/2008 01:51:36 PM	Adam Stone

▼ **Closed Activities** Displaying 1 to 1

	Subject	Activity Type	Status	Due Date	Owner Name
<a href="#">Edit</a>   <a href="#">Del</a>	<a href="#">New Lead Follow up - NY-CT-NJ</a>	Tasks	Completed	10/23/2008	<a href="#">Shenelle Spence</a>

▼ **Potentials** Displaying 1 to 1

	Potential Name	Amount	Stage	Probability (%)	Closing Date	Type
<a href="#">Edit</a>   <a href="#">Del</a>	<a href="#">XXXA's Audio &amp; Video-Test Account- 10 Seats of Pro</a>	0.0	Negotiation/Review	90	10/31/2008	