

Workflow Summary By Event

Workflow, Event & Due Date

Event Due Date	Contact	Assigned To	Estimated Revenue	Last Updated	Status
Sales Pipeline					
Event # 1: Qualify					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
5/10/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
2/1/2012	Brady, James	Sam Johnson			Active / Overdue
2/1/2012	Adams, John	John Adams			Active / Overdue
Event # 2: Initial Mtg					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
5/11/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
2/2/2012	Brady, James	Sam Johnson			Active / Overdue
2/2/2012	Adams, John	John Adams			Active / Overdue
6/7/2012	Brite, Starlene K	Sam Johnson			Active
Event # 3: Preparation					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
5/12/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
2/3/2012	Brady, James	Sam Johnson			Active / Overdue
2/3/2012	Adams, John	John Adams			Active / Overdue
6/8/2012	Brite, Starlene K	Sam Johnson			Pending
Event # 4: Schedule Mtg					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
5/19/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
2/10/2012	Brady, James	Sam Johnson			Active / Overdue
2/10/2012	Adams, John	John Adams			Active / Overdue
6/7/2012	Collins, Jackie	John Adams			Active
6/7/2012	Brown, John	John Adams			Active
6/15/2012	Brite, Starlene K	Sam Johnson			Pending
Event # 5: Presentation					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
5/20/2011	Camfel, Jack P	John Adams			Active / Overdue
2/13/2012	Brady, James	Sam Johnson			Active / Overdue
2/13/2012	Adams, John	John Adams			Active / Overdue
6/7/2012	Adams, Samuel Q.	John Adams			Active
6/7/2012	Collins, Jackie	John Adams			Active
6/7/2012	Davison, Robert	Sam Johnson			Active
6/7/2012	Brown, John	John Adams			Active
6/18/2012	Brite, Starlene K	Sam Johnson			Pending

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Sales Pipeline					
Event # 6: Follow-up					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
5/31/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
2/22/2012	Brady, James	Sam Johnson			Active / Overdue
2/22/2012	Adams, John	John Adams			Active / Overdue
6/7/2012	Barnhart, Leann	Sam Johnson			Active
6/7/2012	Collins, Jackie	John Adams			Active
6/7/2012	Danes, Michael J	John Adams			Active
6/7/2012	Davison, Robert	Sam Johnson			Active
6/7/2012	Brown, John	John Adams			Active
6/18/2012	Adams, Samuel Q.	John Adams			Pending
6/27/2012	Brite, Starlene K	Sam Johnson			Pending
Event # 7: Get Sale					
4/5/2011	Ciller, Tim	Sam Johnson	\$1,200		Active / Overdue
6/2/2011	Camfel, Jack P	Sam Johnson	\$800		Active / Overdue
2/24/2012	Brady, James	Sam Johnson	\$1,450		Active / Overdue
2/24/2012	Adams, John	John Adams	\$1,365		Active / Overdue
6/7/2012	Collins, Jackie	John Adams	\$750		Active
6/7/2012	Danes, Michael J	John Adams	\$950		Active
6/7/2012	Davison, Robert	Sam Johnson	\$1,175		Active
6/7/2012	Brown, John	John Adams	\$1,500		Active
6/11/2012	Barnhart, Leann	Sam Johnson	\$1,200		Pending
6/20/2012	Adams, Samuel Q.	John Adams	\$1,575		Pending
6/29/2012	Brite, Starlene K	Sam Johnson	\$1,175		Pending
			<u>\$13,140</u>		
Event # 8: Underwriting					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
6/3/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
2/27/2012	Brady, James	Sam Johnson			Active / Overdue
2/27/2012	Adams, John	John Adams			Active / Overdue
6/7/2012	Collins, Jackie	John Adams			Active
6/7/2012	Danes, Michael J	John Adams			Active
6/7/2012	Davison, Robert	Sam Johnson			Active
6/7/2012	Brown, John	John Adams			Active
6/12/2012	Barnhart, Leann	Sam Johnson			Pending
6/21/2012	Adams, Samuel Q.	John Adams			Pending
7/2/2012	Brite, Starlene K	Sam Johnson			Pending

Workflow Summary By Event

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Sales Pipeline					
Event # 9: Delivery					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
6/17/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
3/12/2012	Brady, James	Sam Johnson			Active / Overdue
3/12/2012	Adams, John	John Adams			Active / Overdue
6/7/2012	Collins, Jackie	John Adams			Active
6/7/2012	Danes, Michael J	John Adams			Active
6/7/2012	Davison, Robert	Sam Johnson			Active
6/7/2012	Brown, John	John Adams			Active
6/26/2012	Barnhart, Leann	Sam Johnson			Pending
7/5/2012	Adams, Samuel Q.	John Adams			Pending
7/16/2012	Brite, Starlene K	Sam Johnson			Pending
Event # 10: Completion					
4/5/2011	Ciller, Tim	Sam Johnson			Active / Overdue
6/21/2011	Camfel, Jack P	Sam Johnson			Active / Overdue
3/14/2012	Brady, James	Sam Johnson			Active / Overdue
3/14/2012	Adams, John	John Adams			Active / Overdue
6/7/2012	Collins, Jackie	John Adams			Active
6/7/2012	Danes, Michael J	John Adams			Active
6/7/2012	Davison, Robert	Sam Johnson			Active
6/7/2012	Brown, John	John Adams			Active
6/28/2012	Barnhart, Leann	Sam Johnson			Pending
7/9/2012	Adams, Samuel Q.	John Adams			Pending
7/18/2012	Brite, Starlene K	Sam Johnson			Pending
Summary for Sales Pipeline					
				Active	68
				Pending	17
				Overdue	40
				Overdue Pct	47.1%
				Revenue	\$13,140
Report Summary					
				Active	68
				Pending	17
				Overdue	40
				Overdue Pct	47.1%
				Revenue	\$13,140