

Contacts By Lead Source

Advertising - General

	Date:	Type: Advertising	Cost: \$0.00
1	All in One	Bud Wilson, MIS Director	Active (206) 555-6021
2	Altus Outfitters LTD	William McCoy, MIS Director	Active +61392747424
3	Clayco Manufacturing	John Milligan, Manufacturing Manager	Active (214) 555-2220
4	Columbus America	Tom Yee, VP Marketing	Inactive
5	Dataplex	Marc Bradford, Principal	Active (+65) 884-9399
6	Dean Associates, Inc.	Jay Wold, VP Sales	Active (206) 555-4114
7	Denver International Design	A. Wright, VP Sales	Inactive (303) 555-2507
8	Hackney Air	Steve Hilger, Managing Director	Active +61292595733

No. of Leads from Advertising - General: 8

Cost Per Lead: \$0.00

Direct Mail - General

	Date:	Type: Direct Mail	Cost: \$0.00
1	Arnold Publications	David Avery, Owner	Inactive (808) 555-7714
2	Douglas Healthcare	Thomas Pownall, Owner	Inactive (805) 555-8455
3	E.F. Inc.	Joe VanDusen, Owner	Active (212) 555-3000
4	Interconnect International	Marc Hanna, CIO	Active +657890514
5	Jensen Industries	Frank Grouter, Engineering Manager	Active (702) 555-1937
6	Mobile Relief	Keith Neu, VP Sales	Active 41455536303x160
7	Plaza DiMare	Richard Donaldson, CIO	Active (206) 555-7715
8	Tourist Services	Bernard O'Connor, Director of IT	Active +442074058433
9	Trans Fryer	Steven Garrity, President	Active (203) 555-8383

No. of Leads from Direct Mail - General: 9

Cost Per Lead: \$0.00

E-mail - General

	Date:	Type: E-mail	Cost: \$0.00
1	ATEL Tech Investment	Joseph Cavender, Owner	Active (210) 555-0900
2	Computer Vacuum	C. Toombs, VP Sales	Active (360) 555-2505
3	Concentric Systems	Chris Peters, Vice President of Operations	Active (310) 555-8787
4	Fleet Group	John Cote, Owner	Active (309) 555-4400
5	Graphic Scenes	Ed Ricart, Managing Director	Active +441216093729
6	HealthPlan Telecommunications	David Rosling, VP Marketing	Active (206) 555-4600

No. of Leads from E-mail - General: 6

Cost Per Lead: \$0.00

Event - General

	Date:	Type: Event	Cost: \$0.00
1	Claggett Recruiting	Bernie Clay, Manager	Active (425) 555-0150
2	Lynx Group Corporation	Wade Bradshaw, Manager	Active (509) 555-0302
3	Northern Vendors Inc.	Ray Chapman, CIO	Active (206) 555-1530

No. of Leads from Event - General: 3

Cost Per Lead: \$0.00

Seminar - General

	Date:	Type: Seminar	Cost: \$0.00
1	Account Graphics	Lisa Mindzak, Principal	Active (908) 555-2087

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Seminar - General		Date:	Type: Seminar	Cost: \$0.00
2	American Electric Associates	John Davison, VP Sales	Active	(640) 555-4552
3	American Mixing Company	Harry Bell, Buyer	Active	(310) 555-4521
4	Apex Industrial Washer & Dryer, Inc.	James Thompson, Plant Manager	Active	(617) 555-7887
5	Burke Drill Company	Tom Baumstark, CEO	Active	(212) 555-3215
6	Emerald Commercial	Lane Kewitsch, CIO	Active	+44961102840
No. of Leads from Seminar - General: 6				Cost Per Lead: \$0.00

Telemarketing - General		Date:	Type: Telemarketin	Cost: \$0.00
1	Abi Specialty Group	Robert Brumfield, Manager	Active	+442073384570
2	Dain Dickenson	Tim Protz, President	Inactive	(330) 555-1904
3	Flow Matic	Michael Willemin, VP Sales	Active	(630) 555-5584
4	IMS Strong Financial	Rajesh Soneji, Managing Director	Active	+91113702033
5	Incon Capital	Sajeev Padiyar, Director of IT	Active	+91222034229
6	Packing Solutions	Liu Vincent, VP Marketing	Active	+8605777315922
7	Vegas Vision	Jay Jacobs, President	Active	(414) 555-9360
8	World News	Chris Wickersham, Owner	Active	(310) 555-3015
No. of Leads from Telemarketing - General: 8				Cost Per Lead: \$0.00

Trade Show - General		Date:	Type: Trade Show	Cost: \$0.00
1	Abbott Ltd.	Dean Drew, VP of Cust Service	Active	(312) 555-7843
2	Abbott Ltd.	John Abbott, President	Active	(312) 555-7854
3	Consumer West	Hans Noel, VP Marketing	Active	(212) 555-1155
4	Intrinsic International Capital	Phyllis Carter, VP Sales	Active	(888) 555-2630
5	McGintil Ltd.	John Garnitez, Director of IT	Active	+35316020433
6	Solar Fluid Systems	Richard Venezia, Chief Engineer	Active	(602) 555-9715
No. of Leads from Trade Show - General: 6				Cost Per Lead: \$0.00

Web - General		Date:	Type: Web	Cost: \$0.00
1	BLR Guard	Aquiles Berry, Principal	Active	
2	Capital West Group	Gil Schott, Manager	Active	(805) 555-5704
3	Casein Products	Bill Karwat, VP Marketing	Active	(610) 555-9067
4	Coastal Tools	Christine Crawford,	Active	6045558430
5	Ernst Products	Paul Leclair, Owner	Active	5145556451
6	Maxet Garden Tools & Supplies	Ian Cunningham,	Active	0815555940
7	Sunset Money	Joe Morrisrow, President	Active	+61396749947
8	Wells Apparel Company	Sheldon Brumder, VP Marketing	Active	(414) 555-4426
No. of Leads from Web - General: 8				Cost Per Lead: \$0.00

Word of Mouth / Referral - General		Date:	Type: Word of Mou	Cost: \$0.00
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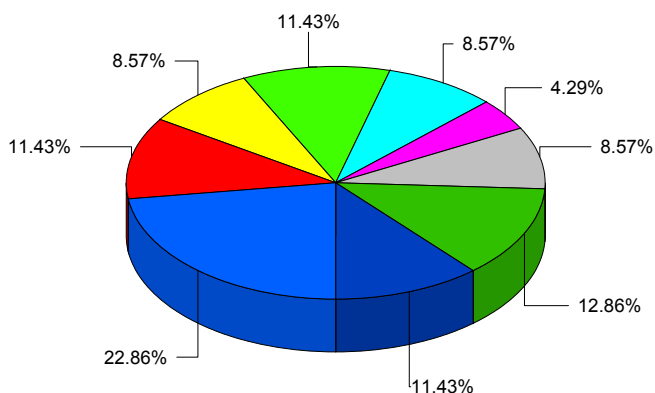
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Word of Mouth / Referral - General		Date:	Type: Word of Mou	Cost: \$0.00
1	Abbott Ltd.	Lou Balbo, VP of Sales	Active	(312) 555-7854
2	Abbott WorldWide	Jonathon Hardy, CEO	Active	(312) 555-2791
3	AD Foods	Mike Warneke, President	Active	(503) 555-1358
4	Aurthur Products	Sherman Neal, Owner	Inactive	(315) 555-1628
5	Barton Marketing	Jay Smith, Owner	Active	(408) 555-9800
6	Berkshire Medical & Dental Supplies	Graham Howard,	Active	0345550811
7	Chicago Auto Products	Mike Majewski, Consultant Engineer	Inactive	(312) 555-7575
8	Farmco Industries	Dale Roberts, Buyer	Active	(612) 555-3300
9	Forder Industrial	Tom Mazonas, Manager	Active	
10	Horizon Acceptance Corporation	Peter Seybolt, Manager	Active	(316) 555-2191
11	Littleton Robotics	Larry Littleton,	Active	(703) 555-1100
12	McMenan Cleaners	Frank Meara, Owner	Active	(314) 555-5100
13	Newbridge Logic Group	Peter Petersen, Director of Sales	Active	+441703663749
14	Patty Cans	Ann Patterson, CIO	Active	(213) 555-8625
15	Tone Industrial Products	Joe Butte, President	Active	(770) 555-6545
16	Toolex Peat Engineering	Bob Pierce, President	Active	(907) 555-7101

No. of Leads from Word of Mouth / Referral - General: 16

Cost Per Lead: \$0.00

Percentages of Lead Sources By Source Type



Word of Mouth / Referral - General	22.9%
Web - General	11.4%
Trade Show - General	8.6%
Telemarketing - General	11.4%
Seminar - General	8.6%
Event - General	4.3%
E-mail - General	8.6%
Direct Mail - General	12.9%
Advertising - General	11.4%
Total:	100.0%