

Sales with Next Activities

This report includes Sales with Close Dates in the date range 4/1/2002 to 5/31/2002.

| Company | Contact | Phone | Close | Product Name | Sales Stage | Actual | | | % | Forecasted | | Record Manager |
|-----------------------------|------------|------------------|-------------|---------------------|--------------------------|--------|--------|-------------|-----|------------|-------------|----------------|
| | | | | | | Units | Price | Amount | | Units | Amount | |
| Elliott's Department Stores | Edna Brock | 919-555-1320 | 5/16/02 | Specialty Chocolate | Solution Presentation | 14,400 | \$1.78 | \$25,632.00 | 70% | 10,080 | \$17,942.40 | Jeff Nelson |
| <i>Next Activities:</i> | | <i>9/13/2002</i> | <i>Open</i> | <i>Call</i> | <i>Get the order</i> | | | | | | | |

| Company | Contact | Phone | Close | Product Name | Sales Stage | Actual | | | % | Forecasted | | Record Manager |
|-------------------------|------------|------------------|-------------|---------------------|--------------------------|--------|--------|----------|------|------------|----------|----------------|
| | | | | | | Units | Price | Amount | | Units | Amount | |
| Little Corner Sweets | Beth Munin | 813-555-6281 | 5/9/02 | Specialty Chocolate | Solution Presentation | 400 | \$1.39 | \$556.00 | 100% | 400 | \$556.00 | Chris Huffman |
| <i>Next Activities:</i> | | <i>9/3/2002</i> | <i>Open</i> | <i>Call</i> | <i>Get the order</i> | | | | | | | |
| | | <i>9/24/2002</i> | <i>Open</i> | <i>Call</i> | <i>Follow up on sale</i> | | | | | | | |