

## Sales with Notes & History

**This report includes Sales with Close Dates in the date range 4/1/2002 to 5/6/2002.**

Company	Contact	Phone	Close	Product Name	Sales Stage	Actual			%	Forecasted		Record Manager
						Units	Price	Amount		Units	Amount	
Nuts and Things, Inc.	Tim Kelly	212-555-2340	4/21/02	Coffee	Closed/Won	14,000	\$2.29	\$32,060.00	90%	12,600	\$28,854.00	Chris Huffman
<i>Notes &amp; Histories:</i>	7/15/2001	<i>Closed/Won Sale</i>	<i>Coffee, \$32,060.00</i>									
	1/17/2002	<i>Field Changed</i>	<i>ID/Status - Customer</i>									
	3/15/2002	<i>Call Completed</i>	<i>Tim needs references</i>									
	4/1/2002	<i>Closed/Won Sale</i>	<i>Coffee, \$32,060.00</i>									
	4/2/2002	<i>Fax Sent</i>	<i>Faxed the references to Tim.</i>									
	4/5/2002	<i>Call Completed</i>	<i>Called to talk about the references sent.</i>									
	4/5/2002	<i>Note</i>	<i>Tim is ready to place an order with us. The references I sent him really worked! All the people he talked to said great things about us and about our products. [Note: I need to make more use of references]. We need a meeting now to close the deal.</i>									
	4/6/2002	<i>ToDo Done</i>	<i>Send a coffee sample.</i>									
	4/6/2002	<i>Meeting Held</i>	<i>Close a deal</i>									
	4/15/2002	<i>Closed/Won Sale</i>	<i>Coffee, \$32,060.00</i>									
	4/15/2002	<i>Closed/Won Sale</i>	<i>Specialty Chocolate, Special order, \$894.00</i>									
	4/15/2002	<i>Closed/Won Sale</i>	<i>Gift Baskets, Special order, \$999.00</i>									
	4/21/2002	<i>Closed/Won Sale</i>	<i>Coffee, \$32,060.00</i>									

Company	Contact	Phone	Close	Product Name	Sales Stage	Actual			%	Forecasted		Record Manager
						Units	Price	Amount		Units	Amount	
Elliott's Department Stores	Vika Dempsey	919-555-2627	4/27/02	Gift Baskets	Closed/Won	50	\$45.00	\$2,250.00	100%	50	\$2,250.00	Chris Huffman
<i>Notes &amp; Histories:</i>	4/2/2002	<i>Field Changed</i>	<i>ID/Status - Customer</i>									
	4/27/2002	<i>Closed/Won Sale</i>	<i>Gift Baskets, Bulk order, \$2,000.00</i>									
	4/27/2002	<i>Closed/Won Sale</i>	<i>Gift Baskets, Bulk order, \$2,250.00</i>									