

## Sheet1

TRANSLATE,C,80

Likely to close min. 3-year contract  
Likely to close min. 1-year contract  
Low net to us or unlikely to meet obligations.

UK HQ, w/ regional offices

United States of America

VIRGINIA  
WASHINGTON, DC

Sheet1

contact1 state	CT	CONNECTICUT
contact1 state	AL	ALABAMA
contact1 state	WA	WASHINGTON STATE
contact1 state	CA	CALIFORNIA
contact1 state	IN	INDIANA
contact1 state	MD	MARYLAND
contact1 state	IA	IOWA
contact1 state	GA	GEORGIA
contact1 state	MT	MONTANA
contact1 state	KY	KENTUCKY
contact1 state	MI	MICHIGAN
contact1 state	AZ	ARIZONA
contact1 state	SD	SOUTH DAKOTA
contact1 state	NY	NEW YORK
contact1 state	TN	TENNESSEE
contact1 state	MA	MASSACHUSETTS
contact1 state	NV	NEVADA
contact1 state	WI	WISCONSIN
contact1 state	PA	PENNSYLVANIA
contact1 state	AK	ALASKA
contact1 state	NC	NORTH CAROLINA
contact1 state	AR	ARKANSAS
contact1 state	CO	COLORADO
contact1 state	DE	DELAWARE
contact1 state	FL	FLORIDA
contact1 state	ID	IDAHO
contact1 state	IL	ILLINOIS
contact1 state	KS	KANSAS
contact1 state	LA	LOUISIANA
contact1 state	ME	MAINE
contact1 state	MN	MINNESOTA
contact1 state	MO	MISSOURI
contact1 state	NE	NEBRASKA
contact1 state	NH	NEW HAMPSHIRE
contact1 state	NJ	NEW JERSEY
contact1 state	NM	NEW MEXICO
contact1 state	OH	OHIO
contact1 state	OK	OKLAHOMA
contact1 state	OR	OREGON
contact1 state	SC	SOUTH CAROLINA
contact1 state	TX	TEXAS
contact1 state	UT	UTAH
contact1 state	VT	VERMONT
contact3 concat	Textbooks	
contact3 concat	Bookcase	
contact3 concat	Computer	
contact3 concat	Classics	
contact3 concat	Bargain	

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contact3 concat	Business	
contact3 concat	Self-Help	
contact3 contype	History	
contact3 contype	Desktop	
contact3 contype	Social Science	
contact3 contype	Science	
contact3 contype	Mathematics	
contact3 contype	Animals	
contact3 contype	Children's	
contact3 return	pulp	
contact3 return	refund	
contact3 return	no returns	
contact1 industry	Education	
contact1 industry	Manufactures	
contact1 industry	Publishing	
contact1 industry	Food	
contact1 industry	Religion	
contact1 industry	Agriculture	
contact1 industry	Service	
contact1 fyend		
contact1 fyend	30 SEP	
contact1 fyend	31 DEC	
contact1 fyend	15 APR	
contact1 reference	D&B	Dun & Bradstreet
contact1 reference	InvDaily	Investor's Daily
contact1 reference	S&P	Standard & Poor's
contact1 typebus	Mail Order	
contact1 typebus	Think Tank	
contact1 typebus	Library	
contact1 typebus	School	
contact1 typebus	Supermarket	
contact1 typebus	Distributor	
contact1 typebus	Charity	
contact1 typebus	Retail Bookstore	
contact1 typebus	Gift Shop	
contact1 typebus	Club	
contact1 typebus	Supermarket	
contact1 typebus	Newsstand	
contact1 typebus	Book Club	
contact1 leadsource	Nat'l Assn Library Science	
contact1 leadsource	Nat'l Christian Book Fair	
contact1 leadsource	Direct Mail	
contact1 leadsource	Frankfurt Book Fair	
contact1 leadsource	Leipzig Book Fair	
contact1 leadsource	Personal	
contact1 reference	FinWorld	Financial World
contact1 reference		
contact1 off1title	Vice President	
contact1 off1title	Chief Financial Officer	

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contact2 role	Champion	
contact2 role	Roadblock	
contact2 role	Informer	
contact2 role	Facilitator	
contact2 catagories	Juvenile	
contact2 catagories	Textbooks	
contact2 catagories	Specialty Academic	
contact2 catagories	Current Affairs	
contact2 catagories	Poetry	
contact2 catagories	Fiction	
contact2 catagories	Bookcase	
contact2 catagories	Computer	
contact2 catagories	Classics	
contact2 catagories	Bargain	
contact2 catagories	Business	
contact2 catagories	Self-Help	
contact2 topics	History	
contact2 topics	Political Science	
contact2 topics	Social Science	
contact2 topics	Mathematics	
contact2 topics	Science	
contact3 rstate	CT	Connecticut
contact3 rstate	AL	Alabama
contact3 rstate	AK	Alaska
contact3 rstate	AR	Arkansas
contact3 rstate	NH	New Hampshire
contact3 rstate	NV	Nevada
contact3 rstate	DC	Washington DC
contact3 rstate	WA	Washington
contact3 rstate	MI	Michigan
contact3 rstate	MN	Minnesota
contact3 rstate	OR	Oregon
contact3 rstate	ID	Idaho
contact3 rstate	MO	Missouri
contact3 rstate	MT	Montana
contact3 rstate	CA	California
contact3 rstate	CO	Colorado
contact3 rstate	NM	New Mexico
contact3 rstate	AZ	Arizona
contact3 rstate	TX	Texas
contact3 rstate	KS	Kansas
contact3 rstate	IA	Iowa
contact3 rstate	ND	North Dakota
contact3 rstate	NC	North Carolina
contact3 rstate	SD	South Dakota
contact3 rstate	SC	South Carolina
contact3 rstate	VA	Virginia
contact3 rstate	WV	West Virginia
contact3 rstate	KY	Kentucky

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contact3 rstate	TN	Tennessee
contact3 rstate	MS	Mississippi
contact3 rstate	LA	Louisiana
contact3 rstate	OH	Ohio
contact3 rstate	IL	Illinois
contact3 rstate	WI	Wisconsin
contact3 rstate	NY	New York
contact3 rstate	ME	Maine
contact3 rstate	VT	Vermont
contact3 rstate	MA	Massachusetts
contact3 rstate	GA	Georgia
contact3 rstate	DA	Delaware
contact3 rstate	FL	Florida
contact3 rstate	UT	Utah
contact3 rstate	NJ	New Jersey
contact3 concat	Travel	
contact3 contype	Maps	
contact3 contype	Politics	
contact2 topics	Archeology	
contact3 concat	Specialty Academic	
contact3 contype	Archeology	
contact3 contype	Language	
contact3 contype	Native American Studies	
contact3 contype	Management	
contact3 concat	Pulp	
contact3 contype	Romance	
contact3 contype	Farming	
contact3 concat	Cookery	
contact3 contype	Coffee	
contact3 contype	Women's Studies	
contact3 contype	Bestsellers	
contact3 concat	Religious	
contact1 comtype	Supplier	
contact2 altphontye	Cellular	
contact2 altphontye	Pager	
contact1 comtype	Retailer	
contact1 comtype	Hardware	
contact1 comtype	Software	
contact2 contitle	President	
sales type	Consultant	
sales type	CPA	
sales type	Customer	
sales type	Editor	
sales type	Employee	
sales type	Food Service	
sales type	Manufacturer/Distributor	
sales type	Non-Profit Organization Rep.	
sales type	Personal	
sales type	Retailer	

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sales	type	Vendor	
sales	type	Wholesaler	
sales	status	Customer	
sales	status	Hot Prospect	
sales	status	Prospect	
sales	status	Supplier	
sales	product	TeleMagic Professional	Single user or 1 network user
sales	product	TeleMagic for DOS	Single user or 1 network user
sales	product	TeleMagic Enterprise V2.0	Single user or 1 network user
sales	product	TeleMagic Professional - 5 pack	5 additional network users
sales	product	TeleMagic Enterprise V2.0 - 5 PAK	5 additional network users
sales	product	TeleMagic Enterprise V2.0 1-5 Network	1-5 users
sales	product	TeleMagic Enterprise V2.0 1-10 Network	1-10 users
sales	product	TeleMagic for DOS 1-5 Network	1-5 users
sales	product	TeleMagic for DOS 1-10 Network	1-10 users
sales	product	TeleMagic for DOS - 5 pack	5 additional network users
sales	phase	Competitors Identified	
sales	phase	Contract Signed	
sales	phase	Decision Lost	
sales	phase	Decision Won	
sales	phase	Demo Sent	
sales	phase	Final Proposal	
sales	phase	Information Sent	
sales	phase	Initial Contract	
sales	phase	Initial Proposal	
sales	phase	Order Received	
sales	phase	Proposal Modified	
sales	phase	Requirements Defined	
sales	phase	Requirements Revised	
sales	flag	Add Your Own Sales Phase Flags!	
sales	flag	D	Discussed Amount
sales	flag	E	Estimated Amount
sales	flag	Q	Quoted Amount
sales	flag	R	Remitted Amount
sales	flag	T	Tentative Amount