

Sheet1

TABLE,CFIELDNAVALUE,C,220

activity	status	Completed
activity	status	Attempted
activity	status	Received
activity	status	Pending
contact1	state	AB
contact1	state	AK
contact1	state	AL
contact1	state	AR
contact1	state	AZ
contact1	state	BC
contact1	state	CA
contact1	state	CO
contact1	state	CT
contact1	state	DC
contact1	state	DE
contact1	state	FL
contact1	state	GA
contact1	state	HI
contact1	state	IA
contact1	state	ID
contact1	state	IL
contact1	state	IN
contact1	state	KS
contact1	state	LA
contact1	state	MA
contact1	state	MB
contact1	state	MD
contact1	state	ME
contact1	state	MI
contact1	state	MN
contact1	state	MO
contact1	state	MS
contact1	state	MT
contact1	state	NB
contact1	state	NC
contact1	state	ND
contact1	state	NE
contact1	state	NF
contact1	state	NH
contact1	state	NJ
contact1	state	NM
contact1	state	NV
contact1	state	NW
contact1	state	NY
contact1	state	OH
contact1	state	OK
contact1	state	ON
contact1	state	OR

TRANSLATE,C,80

Alberta
Alaska
Alabama
Arkansas
Arizona
British Columbia
California
Colorado
Conneticut
District of Columbia
Delaware
Florida
Georgia
Hawaii
Iowa
Idaho
Illinios
Indiana
Kansas
Louisiana
Massachusetts
Manatoba
Maryland
Maine
Michigan
Minnesota
Missouri
Mississippi
Montana
New Brunswick
North Carolina
North Dakota
Nebraska
Newfoundland
New Hampshire
New Jersey
New Mexico
Nevada
North West Territories
New Yrok
Ohio
Oklahoma
Ontario
Oregon

Sheet1

contact1 state	PA	Pennsylvania
contact1 state	PI	Prince Edward Island
contact1 state	PQ	Quebec
contact1 state	PR	Puerto Rico
contact1 state	RI	Rhode Island
contact1 state	SC	South Carolina
contact1 state	SD	South Dakota
contact1 state	SK	Saskatchewan
contact1 state	TN	Tennessee
contact1 state	TX	Texas
contact1 state	UT	Utah
contact1 state	VA	Virginia
contact1 state	VI	Virgin Islands
contact1 state	VT	Vermont
contact1 state	WA	Washington
contact1 state	WI	Wisconsin
contact1 state	WV	West Virginia
contact1 state	WY	Wyoming
contact1 state	YK	Yukon
contact3 rstate	AB	Alberta
contact3 rstate	AK	Alaska
contact3 rstate	AL	Alabama
contact3 rstate	AR	Arkansas
contact3 rstate	AZ	Arizona
contact3 rstate	BC	British Columbia
contact3 rstate	CA	California
contact3 rstate	CO	Colorado
contact3 rstate	CT	Conneticut
contact3 rstate	DC	District of Columbia
contact3 rstate	DE	Delaware
contact3 rstate	FL	Florida
contact3 rstate	GA	Georgia
contact3 rstate	HI	Hawaii
contact3 rstate	IA	Iowa
contact3 rstate	ID	Idaho
contact3 rstate	IL	Illinios
contact3 rstate	IN	Indiana
contact3 rstate	KS	Kansas
contact3 rstate	LA	Louisiana
contact3 rstate	MA	Massachusetts
contact3 rstate	MB	Manatoba
contact3 rstate	MD	Maryland
contact3 rstate	ME	Maine
contact3 rstate	MI	Michigan
contact3 rstate	MN	Minnesota
contact3 rstate	MO	Missouri
contact3 rstate	MS	Mississippi
contact3 rstate	MT	Montana
contact3 rstate	NB	New Brunswick

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contact3	rstate	NC	North Carolina
contact3	rstate	ND	North Dakota
contact3	rstate	NE	Nebraska
contact3	rstate	NF	Newfoundland
contact3	rstate	NH	New Hampshire
contact3	rstate	NJ	New Jersey
contact3	rstate	NM	New Mexico
contact3	rstate	NV	Nevada
contact3	rstate	NW	North West Territories
contact3	rstate	NY	New Yrok
contact3	rstate	OH	Ohio
contact3	rstate	OK	Oklahoma
contact3	rstate	ON	Ontario
contact3	rstate	OR	Oregon
contact3	rstate	PA	Pennsylvania
contact3	rstate	PI	Prince Edward Island
contact3	rstate	PQ	Quebec
contact3	rstate	PR	Puerto Rico
contact3	rstate	RI	Rhode Island
contact3	rstate	SC	South Carolina
contact3	rstate	SD	South Dakota
contact3	rstate	SK	Saskatchewan
contact3	rstate	TN	Tennessee
contact3	rstate	TX	Texas
contact3	rstate	UT	Utah
contact3	rstate	VA	Virginia
contact3	rstate	VI	Virgin Islands
contact3	rstate	VT	Vermont
contact3	rstate	WA	Washington
contact3	rstate	WI	Wisconsin
contact3	rstate	WV	West Virginia
contact3	rstate	WY	Wyoming
contact3	rstate	YK	Yukon
activity	type	Call	
activity	type	Meeting	
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	
sales	type	Vendor	
sales	type	Wholesaler	
sales	status	Customer	
sales	status	Hot Prospect	

Sheet1

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