

Sheet1

TABLE,C,1:FIELDNAMEVALUE,C,220

TRANSLATE,C,80

contact2	shipvia	Federal Express Priority Overnight	
contact2	shipvia	Federal Express Standard Overnight	
contact2	shipvia	UPS Blue	
contact2	shipvia	UPS Red	
contact2	shipvia	US Mail	
contact2	paymethod	VISA	
contact2	paymethod	MasterCard	
contact2	paymethod	Discover	
contact2	paymethod	American Express	
contact2	paymethod	Check #	
contact2	paymethod	P.O. #	
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	
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