

Sheet1

TABLE,C,1:FIELDNAVALUE,C,220

TRANSLATE,C,80

contact1	comtype	Supplier	
contact1	comtype	Retailer	
contact2	contitle	President	
contact2	contitle	Vice President	
contact1	cit	San Diego	
contact1	cit	Los Angeles	
contact1	cit	San Fransisco	
contact1	sta	CA	California
contact1	cit	Seattle	
contact1	cit	Minneapolis	
contact1	cit	Aspen	
contact1	cit	Denver	
contact1	cit	Las Vegas	
contact1	sta	AK	Alaska
contact1	cit	Phoenix	
contact1	cit	Dallas	
contact1	cit	Houston	
contact1	cit	San Antonio	
contact1	cit	New York	
contact1	cit	Kansas City	
contact1	cit	Miami	
contact1	cit	New Orleans	
contact1	cit	Chicago	
contact1	sta	AL	Alabama
contact1	sta	AR	Arkansas
contact1	cit	Washington DC	
contact1	sta	AZ	Arizona
contact1	sta	CO	Colorado
contact1	sta	CT	Conneticut
contact1	sta	DC	District of Columbia
contact1	sta	DE	Delaware
contact1	sta	FL	Florida
contact1	sta	GA	Georgia
contact1	sta	HI	Hawaii
contact1	sta	IA	Iowa
contact1	sta	ID	Idaho
contact1	sta	IL	Illinios
contact1	sta	IN	Indiana
contact1	sta	KS	Kansas
contact1	sta	LA	Louisiana
contact1	sta	MA	Massachusetts
contact1	sta	MD	Maryland
contact1	sta	ME	Maine
contact1	sta	MI	Michigan
contact1	sta	MN	Minnesota
contact1	sta	MO	Missouri
contact1	sta	MS	Mississippi
contact1	sta	MT	Montana

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contact1	sta	NC	North Carolina
contact1	sta	ND	North Dakota
contact1	sta	NE	Nebraska
contact1	sta	NH	New Hampshire
contact1	sta	NJ	New Jersey
contact1	sta	NM	New Mexico
contact1	sta	NV	Nevada
contact1	sta	NY	New Yrok
contact1	sta	OH	Ohio
contact1	sta	OK	Oklahoma
contact1	sta	OR	Oregon
contact1	sta	PA	Pennsylvania
contact1	sta	PR	Puerto Rico
contact1	sta	RI	Rhode Island
contact1	sta	SC	South Carolina
contact1	sta	SD	South Dakota
contact1	sta	TN	Tennessee
contact1	sta	TX	Texas
contact1	sta	UT	Utah
contact1	sta	VA	Virginia
contact1	sta	VI	Virgin Islands
contact1	sta	VT	Vermont
contact1	sta	WA	Washington
contact1	sta	WI	Wisconsin
contact1	sta	WV	West Virginia
contact1	sta	WY	Wyoming
contact2	contitle	Receptionist	
contact2	contitle	Owner	
contact2	contitle	Partner	
contact2	contitle	Sales Rep	
contact2	contitle	Support Technican	
contact2	contitle	New Accounts	
contact1	sta	PQ	Quebec
contact1	sta	ON	Ontario
contact1	sta	BC	British Columbia
contact1	sta	AB	Alberta
contact1	sta	NB	New Brunswick
contact1	sta	PI	Prince Edward Island
contact1	sta	NF	Newfoundland
contact1	sta	MB	Manatoba
contact1	sta	SK	Saskatchewan
contact1	sta	NW	North West Territories
contact1	sta	YK	Yukon
contact2	const	AB	Alberta
contact2	const	AK	Alaska
contact2	const	AL	Alabama
contact2	const	AR	Arkansas
contact2	const	AZ	Arizona
contact2	const	BC	British Columbia

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contact2	const	CA	California
contact2	const	CO	Colorado
contact2	const	CT	Conneticut
contact2	const	DC	District of Columbia
contact2	const	DE	Delaware
contact2	const	FL	Florida
contact2	const	GA	Georgia
contact2	const	HI	Hawaii
contact2	const	IA	Iowa
contact2	const	ID	Idaho
contact2	const	IL	Illinios
contact2	const	IN	Indiana
contact2	const	KS	Kansas
contact2	const	LA	Louisiana
contact2	const	MA	Massachusetts
contact2	const	MB	Manatoba
contact2	const	MD	Maryland
contact2	const	ME	Maine
contact2	const	MI	Michigan
contact2	const	MN	Minnesota
contact2	const	MO	Missouri
contact2	const	MS	Mississippi
contact2	const	MT	Montana
contact2	const	NB	New Brunswick
contact2	const	NC	North Carolina
contact2	const	ND	North Dakota
contact2	const	NE	Nebraska
contact2	const	NF	Newfoundland
contact2	const	NH	New Hampshire
contact2	const	NJ	New Jersey
contact2	const	NM	New Mexico
contact2	const	NV	Nevada
contact2	const	NW	North West Territories
contact2	const	NY	New Yrok
contact2	const	OH	Ohio
contact2	const	OK	Oklahoma
contact2	const	ON	Ontario
contact2	const	OR	Oregon
contact2	const	PA	Pennsylvania
contact2	const	PI	Prince Edward Island
contact2	const	PQ	Quebec
contact2	const	PR	Puerto Rico
contact2	const	RI	Rhode Island
contact2	const	SC	South Carolina
contact2	const	SD	South Dakota
contact2	const	SK	Saskatchewan
contact2	const	TN	Tennessee
contact2	const	TX	Texas
contact2	const	UT	Utah

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contact2	const	VA	Virginia
contact2	const	VI	Virgin Islands
contact2	const	VT	Vermont
contact2	const	WA	Washington
contact2	const	WI	Wisconsin
contact2	const	WV	West Virginia
contact2	const	WY	Wyoming
contact2	const	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	
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	

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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