

Sheet1

TYPECOTYPEDES,C,30		TYPEID,C,1
BUS	Business Associate	C
PERS	Personal Associate/Friend	C
MEDIA	Media	C
DONOR	Donor	C
DON-N	Non-Donor	C
LEAD	Sales Lead	C
HOT	Hot Prospect	S
MTV	Television/Broadcast Media	T
MPRNT	Print/Publication Media	T
MRAD	Radio/Broadcast Media	T
SUPPL	Supplier	T
SUBC	Sub-Contractor	T
EMP	Employee	C
SOFT	Software Company	T
HWRE	Hardware Company	T
OEM	Original Equipment Manufacture	T
1991	From 1991	S
1992	From 1992	S
1993	From 1993	S
LOCAL	Local	S
REGIO	Regional	S
NAT	National	S
INT	International	S
FFAX	Follow Up: FAX	S
FLET	Follow Up: Letter	S
FTEL	Follow Up: Telephone Call	S
DMAT	Donated Materials/Goods	T
DMON	Donated Money	T
CHUR	Church/Clergy	T
BOARD	Board Member	T
INVES	Investor	C
CLIEN	Client/Existing Customer	T
CLNEW	New Client/Customer	T
ENDU	End-User	T
CORP	Corporation	T
CSERV	Service-oriented company	S
CPROD	Product-oriented company	S