



People

Tag [1]	Name	Company	Work Email	Title	Contact Type [2]	Work Phone	Work Website	Address	City	Zip	Description
Followup	Sakina Kinney	TotalSecurity	kinney@totalsec.com	Marketing Manager	Potential Customer	562-391-2345	www.totalsec.com	224 Main St	San Francisco	90567	
Hot	Teegan Petty	Acme Inc.	petty@acme.com	Sales Rep	Potential Customer	562-391-2346	www.acmeinc.com	543 Senwood St	New York	90456	
Soon	Shiloh Murphy	Accurate Finance	mur@accfin.com	Sales Operator	Current Customer	562-391-2347	www.accfin.com	2430 Grand Corn Sucker Brook		28407	
Soon	Sian Knowles	Financeopolis	sknowles@fpolis.com	Community Manager	Other	562-391-2348	www.fpolis.com	1275 Harvest Be	Hills and Dales	33247	
Hot	Cameron Lyle	Delibra	cameron@delibra.com	Designer	Current Customer	562-391-2349	www.delibra.com	6329 Velvet Clou	Nitta Yuma	74482	
Followup	Jameson Conroy	DoBiz	jcon@dobiz.com	CEO	Potential Customer	562-391-2350	www.dobiz.com	1903 Quiet Willow	Muenster	27760	



Companies

Tag	Company Name	Contact Type	Work Phone	Email Domain	Work Website	Address	City	Zip	Country	Assignee	Description
Followup	TotalSecurity	Potential Customer	562-391-2345	@totalsec.com	www.totalsec.co	224 Main St	San Francisco	90567	US	Dione Finley	
Hot	Acme Inc.	Current Customer	562-391-2346	@acme.com	www.acmeinc.co	543 Senwood St	New York	90456	US	Allon Bastian	
Soon	Accurate Finance	Potential Customer	562-391-2347	@accfin.com	www.accfin.com	2430 Grand Corn Sucker Brook		28407	US	Dione Finley	
Soon	Financeopolis	Other	562-391-2348	@fpolis.com	www.fpolis.com	1275 Harvest Bei Hills and Dales		33247	US	Allon Bastian	
Hot	Delibra	Potential Customer	562-391-2349	@delibra.com	www.delibra.com	6329 Velvet Clou Nitta Yuma		74482	US	Allon Bastian	
Followup	DoBiz	Potential Customer	562-391-2350	@dobiz.com	www.dobiz.com	1903 Quiet Willow Muenster		27760	US	Dione Finley	

\$ Opportunities

Tag	Name	Company	Stage	Value	Close Date	Win %	Status	Loss Reason	Priority	Source	Description
Plan	Project TotalSecurity	TotalSecurity	Qualified	\$ 12,131	3/24/2022	30%	Open	None	High	Advertising	
Low	Follow up	Acme Inc.	Contract Sent	\$ 2,000	3/26/2022	50%	Open	None	High	Advertising	
Estimate	Upsale	Accurate Finance	Follow-up	\$ 29,999	3/27/2022	30%	Open	None	Midium	Email	
Followup	Investment	Financeopolis	Negotiation	\$ 10,101	4/13/2022	60%	Open	Competitor	High	Cold Call	
Investment	Ongoing	Delibra	Presentation	\$ 100,000	5/6/2022	50%	Won	None	High	Advertising	
Ongoing	Contract with Fixfase	DoBiz	Negotiation	\$ 98,684	7/16/2022	70%	Lost	Competitor	Low	Other	HTB{n0th1ng_c4n_st4y_un3ncrypt3d_f0r3v3r}

[1] Add any tags in this column to help you quickly identify different entries

[2] See "Settings" tab