

Activities - Past And Future

Chris Huffman, CH Gourmet Gifts
13 East 54th St.
New York, NY 10008

History Date Range: Before 12/15/2005

Activity Date Range: Before 12/15/2005

Record Manager: Chris Huffman

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Ashley Allan	Tiny Town Productions	(480) 555-2451	

ACTIVITIES

11/15/2005	11/15/2005	Meeting	Lunch Meeting
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HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Thomas Andrews	Modern Electric Supply	(727) 555-4578	

HISTORY

6/2/2005	E-mail Sent	Subject: New Gift Baskets
2/2/2005	Call Received	Product list inquiry

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Bruce Baker	SimAero	(480) 555-2144	Bruce@simaero360.com

ACTIVITIES

11/21/2005	11/21/2005	Call	Follow up on Sales Presentation
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HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	Call Completed	Placed order
6/2/2005	Call Left Message	Returned his call
6/1/2005	To-do Done	Faxed him latest invoice

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Albert Barry	Mercury Production Management	(303) 555-3278	

ACTIVITIES

11/23/2005	11/23/2005	Meeting	Spend time reviewing the product
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HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	To-do Done	Send samples
6/2/2005	To-do Done	Responded to e-mail

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Dr. Deiter Brock	Brock, Lathers and Freedman	(879) 9 2-343	dbrock@cpqt.co.ck

ACTIVITIES

12/12/2005	12/12/2005	Call	Follow up on the Truffles for Patients opportunity, Commitment to Buy stage
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HISTORY

2/2/2005	To-do Done	Responded to e-mail
2/2/2005	To-do Done	Responded to e-mail

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Contact	Company	Phone	E-mail
Paul Brushman	Brushy's Golfing World	(455) 555-2221	ginger@neyfamily.net

HISTORY

6/1/2005	Call Completed	Timing of shipments
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	To-do Done	Send test shipment
6/1/2005	Call Completed	Check if shipment was received
6/2/2005	To-do Done	Responded to e-mail

Contact	Company	Phone	E-mail
William Cadbury	Cadbury	01214514444	

ACTIVITIES

12/5/2005	12/5/2005	Call	Call with vendor to discuss new products
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Contact	Company	Phone	E-mail
Silvia Carlini	Hospital de la Gente	(932) 555-4845	

HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
1/2/2005	To-do Done	Responded to e-mail

Contact	Company	Phone	E-mail
Jim Curtis	Arcadia Ave. Florist	(602) 555-4412	

ACTIVITIES

12/7/2005	12/7/2005	Meeting	Demonstration
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Contact	Company	Phone	E-mail
Brian David	Mix Alliance	(225) 555-2154	BrianDavid@mixalliance.com

HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/1/2005	Call Left Message	Wants me to call him next week about order

Contact	Company	Phone	E-mail
David Davis	Yale Computer Company	(541) 555-2212	

ACTIVITIES

12/3/2005	12/3/2005	Call	Talk about having him service our Web site
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Contact	Company	Phone	E-mail
Liz Dittmeier	Brandee's Bakery	(208) 555-2445	

ACTIVITIES

12/4/2005	12/4/2005	Meeting	Breakfast Meeting
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HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line

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<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Kristi Elmendorf	Black Forest Baking	012-555-54	

ACTIVITIES

11/24/2005	11/24/2005	Meeting	Demonstration
11/28/2005	11/28/2005	Meeting	Demonstration
12/3/2005	12/3/2005	Call	Follow up on the Initial order - bakery opportunity, Presentation stage

HISTORY

6/2/2005	E-mail Sent	Subject: New Gift Baskets
6/2/2005	E-mail Sent	Subject: New Gift Baskets
6/2/2005	E-mail Sent	Subject: New Gift Baskets
6/2/2005	E-mail Sent	Subject: New Gift Baskets
3/2/2005	Call Received	Product list inquiry

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Chris Fierros	Interactive Gifts	(212) 555-3448	

HISTORY

6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	Call Received	Needs Assesment

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Emma Francis	Prospect Boutique	(835) 555-632	

ACTIVITIES

12/2/2005	12/2/2005	To-do	Send Thank You Letter for First Order
12/3/2005	12/3/2005	Call	Follow Up to First Order
12/5/2005	12/5/2005	Call	Send international pricing information

HISTORY

6/1/2005	To-do Done	Send international pricing information
6/1/2005	To-do Done	Send international pricing information
6/1/2005	To-do Done	Send international pricing information
6/1/2005	To-do Done	Send international pricing information
6/2/2005	To-do Done	Check Credit and Set up Line New Account
6/2/2005	To-do Done	Send New Customer Packet
6/2/2005	Letter Sent	Sent letter
2/2/2005	To-do Done	Responded to e-mail

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Hayleigh Frieda	American Dreams	(972) 555-8442	

ACTIVITIES

12/8/2005	12/8/2005	To-do	Send Contract
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HISTORY

6/2/2005	Call Attempted	Discuss Legal Points
6/2/2005	Call Attempted	Discuss Legal Points

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Greg Hart	Mad House;The	(310) 555-2244	

HISTORY

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3/2/2005	Meeting Held	Discuss new product features
1/2/2005	Call Received	Special pricing
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Max Headlong	Widget Corporation		

ACTIVITIES

11/27/2005	11/27/2005	Call	Follow-up with customer - product received
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HISTORY

6/1/2005	To-do Done	Sent introduction letter and told him of our special services to his divisions
6/1/2005	To-do Done	Sent introduction letter and told him of our special services to his divisions

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Mackenzie Jensen	Brandee's Bakery	(208) 555-2211	

ACTIVITIES

10/1/2003	10/1/2003	To-do	Place quarterly order
1/1/2004	1/1/2004	To-do	Place quarterly order
4/1/2004	4/1/2004	To-do	Place quarterly order
7/1/2004	7/1/2004	To-do	Place quarterly order
10/1/2004	10/1/2004	To-do	Place quarterly order
1/3/2005	1/3/2005	To-do	Place quarterly order
4/1/2005	4/1/2005	To-do	Place quarterly order
7/1/2005	7/1/2005	To-do	Place quarterly order
7/1/2005	7/1/2005	To-do	Place quarterly order
10/3/2005	10/3/2005	To-do	Place quarterly order
10/3/2005	10/3/2005	To-do	Place quarterly order
11/20/2005	11/20/2005	Call	Confirm Shipment
11/24/2005	11/24/2005	Meeting	Demonstration

HISTORY

6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/1/2005	To-do Done	Place quarterly order
2/2/2005	Meeting Held	Presentation
6/1/2005	Call Completed	Place quarterly order
3/2/2005	Call Completed	Follow up
4/1/2005	To-do Done	Place quarterly order
2/2/2005	Call Completed	Schedule a meeting

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2/2/2005 To-do Done Send follow-up letter

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Jackie Jorgensen	Arcadia Ave. Florist	01742 876234	JJ@arcadiaaveflorist.com

ACTIVITIES

11/14/2005 11/14/2005 To-do Send Follow-Up Letter
12/7/2005 12/7/2005 Meeting Demonstration

HISTORY

6/2/2005 Meeting Held Presentation
6/2/2005 Meeting Held Presentation
6/2/2005 Meeting Held Presentation
6/2/2005 To-do Done Responded to e-mail
1/2/2005 Call Completed Follow up
6/2/2005 Call Completed Schedule a meeting
6/2/2005 To-do Done Send follow-up letter

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Morgan Kennedy	Coffee Producers of Australia	07 999 1 1234	MK@coffeepa.au

HISTORY

3/2/2005 Call Received Reseller status
6/2/2005 Call Attempted Talk about offering credit terms for resellers

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Benny Lender	Best Lender Financing	(847) 555-2221	

ACTIVITIES

11/19/2005 11/19/2005 To-do Send FAX
11/28/2005 11/28/2005 Meeting Lunch Meeting

HISTORY

6/2/2005 Call Completed Thank you
6/2/2005 Call Completed Thank you
6/2/2005 Call Completed Thank you
6/2/2005 Call Completed Conference Call for group presentation of Truffle Sampler line
6/2/2005 Call Completed Follow up
6/2/2005 Meeting Held Presentation
6/2/2005 To-do Done Send follow-up letter
3/2/2005 To-do Done Responded to e-mail
3/2/2005 Call Completed Schedule a meeting
6/2/2005 E-mail Sent Subject: Gift Basket
6/2/2005 Call Completed Negotiate discount

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Wilhelm Loke	UZI International	(310) 555-2454	WhilhelmL@uziscripts.com

HISTORY

2/2/2005 Call Received Catalog suggestions
6/2/2005 Call Completed Conference Call for group presentation of Truffle Sampler line
2/2/2005 To-do Done Responded to e-mail

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<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Morty Manicotti	Corleone's Pasta Company	(480) 555-4512	

HISTORY

1/1/2005	To-do Done	Send birthday gift
1/2/2005	To-do Done	Arrange presentation meeting
1/2/2005	Call Completed	Follow-up on website visit
6/2/2005	E-mail Sent	Subject: Gift Baskets for your Best Prospects

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Colleen McCarthy	Ace Pet Store	(541) 555-3648	

HISTORY

2/2/2005	Call Completed	Initial Communication
3/2/2005	To-do Done	Check Delivery Status
2/2/2005	Meeting Held	Follow-Up on Presentation
2/2/2005	To-do Done	

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Drew McLintock	Verge Records		DMclintock@vergerecords.com

ACTIVITIES

12/1/2005	12/1/2005	Meeting	Contract Negotiations
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<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Danielle Middlebury	Sewing Room;The	(415) 555-2242	DanielleM@thesewingroom14.com

HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
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<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Bella Minoal	Jake Flakes Inc.		

ACTIVITIES

11/24/2005	11/24/2005	Meeting	Demonstration
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<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Scott Nagengast	Nagengast Estate Winery	(805) 555-2222	

ACTIVITIES

12/5/2005	12/5/2005	Meeting	Diner with clients
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HISTORY

6/1/2005	Call Received	Samples sent
6/1/2005	Call Received	Samples sent
6/2/2005	Call Left Message	Request samples

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Mary Nara	Spaghetteroni's	(423) 555-2872	MaryNara@spaghetteroni.com

ACTIVITIES

12/5/2005	12/5/2005	Meeting	Diner with clients
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HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
2/2/2005	To-do Done	Send proposal
1/2/2005	To-do Done	Responded to e-mail
2/2/2005	Call Completed	Initial conversation

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Dylan Nguyen	Freemont Corp	(735) 554-012	DNguyen@bechtel3.com

ACTIVITIES

11/28/2005	11/28/2005	Call	Initial Communication
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HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
1/2/2005	To-do Done	Send catalog

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Lance J. Parker	Yellow Jersey Bike Shop	(619) 555-8893	

HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
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<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Sandy Ryan	Ace Pet Store	(541) 555-9842	

ACTIVITIES

11/26/2005	11/26/2005	Meeting	Demonstration
12/12/2005	12/12/2005	Call	Initial Communication

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Annette Sharkey	Goldfish Records	(555) 555-2145	annette.sharkey@goldfishrecords.com

ACTIVITIES

12/5/2005	12/5/2005	Meeting	Diner with clients
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HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	To-do Done	Responded to e-mail

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Ivan A. Stekopick	Swing Software	(011) 465-52	IStekopick@swinsoft27.spb.ru

ACTIVITIES

11/21/2005	11/21/2005	Meeting	Presentation
11/21/2005	11/21/2005	Meeting	Review Peachtree setup

HISTORY

6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line
6/2/2005	Call Completed	Conference Call for group presentation of Truffle Sampler line

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<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Melanie Thompson	Party Perfexion Inc.	(732) 555-5627	MelanieThomson@partyperfexion.net

ACTIVITIES

11/24/2005 11/24/2005 Meeting Demonstration

HISTORY

1/2/2005 To-do Done Send catalog
1/2/2005 To-do Done Send catalog
1/2/2005 Call Completed Discuss product catalog

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Michaela J. Zip	Django Consulting		mzip@djangoconsulting8.com

ACTIVITIES

11/23/2005 11/23/2005 Call Talk about electronic catalog potential

HISTORY

6/2/2005 To-do Done Send e-mail
6/2/2005 To-do Done Send e-mail

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Activity Date Range: Before 12/15/2005

Record Manager: Ernst Anderson

<u>Contact</u>	<u>Company</u>	<u>Phone</u>	<u>E-mail</u>
Emily Dunn	Boomer's Artworx	(602) 555-4874	

ACTIVITIES

11/28/2005	11/28/2005	To-do	Send Quote
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HISTORY

6/2/2005	E-mail Sent	Subject: Gift Basket
6/2/2005	E-mail Sent	Subject: Gift Basket