

<u>Firm Name</u>	<u>Type</u>	<u>Status</u>	<u>Source of Prospect</u>	<u>Where In Sales Process</u>	<u>Owner1</u>	<u>Probability of Sale</u>	<u>Exp'd Date to Close</u>	<u>Expected Value</u>
Colorado Springs Chamber of Commerce	Strategic Partner	Prospect	Dave Lofgrin	in negotiation	Dave Lofgrin	25%	7/31/2012	\$1,000
Entry Date:	5/15/2012		Log Notes: met with decisionmaker		Next Steps: Give demo			
Jane Doe	Strategic Partner	Prospect	Dave Lofgrin	demo product	Dave Lofgrin	50	8/31/2012	\$800
Entry Date:	6/15/2012		Log Notes: gave demo		Next Steps: sent proposal - follow up			
Manikay Partners	Purchaser	Prospect	Google Search	Closing deal	Colleen Carebinder	75	7/18/2012	\$250
Entry Date:	7/1/2012		Log Notes: wants to try product		Next Steps: await sale			
Hudson Bay Capital Management	Strategic Partner	Prospect	Wendy	demo product	Mary Smith	80	7/31/2012	\$3,000
Entry Date:	6/23/2012		Log Notes: sent to attorney, awaiting results		Next Steps: wants to plan training			
Neuberger Berman	Strategic Partner	Prospect	NAPO Conferenc	in negotiation	Colleen Carebinder	25	3/31/2012	\$1,000
Entry Date:	3/21/2012		Log Notes: playing with an idea		Next Steps: give a demo			

Total:	\$6,050
No. Firms:	5