Stat [1]	Source [2]	First Name	Last name	Phone #	Address	City	Zip	Email	Notes - History	Date for Next Action	Next Steps (Action)	Sales goal	Customer ID	Date Activated	Plan	Referred by	When?	Referred	When	Notes

Stat [1]	Source [2]	First Name	Last name	Phone #	Address	City	Zip	Email	Notes - History	Date for Next Action	Next Steps (Action)	Sales goal	Customer ID	Date Activated	Plan	Referred by	When?	Referred	When	Notes

[1] A,B, or C = Prospective sale (A=highest priority)
S=Current Customer (follow-up activity)

[2] B=B2B
C=Cold call
E=Event
F=Friend, family, acquaintance
K=Knocking doors
N=Networking
R=Referral
S=Store