

Contact Frequencies Report - Detail

Clear Lake Lumber, Inc.



Contact Frequencies Report

3/19/2010 10:10:44 AM

Kemp, Karalee

Company Name	Contact Name	Phone	Call Frequency	Call Status	Visit Frequency	Visit Status
Karalee Kemp						
70's company	Michael Kelso	8146547156	One Time	Do Not Call	One Time	Intro Visit
Amazon	Jonathan Coulton	4124010610	Bi-Monthly	317 days overdue	One Time	Intro Visit
Amazon	Jackie Gates	8146547188	None	Do Not Call	One Time	Intro Visit
Amazon	Steven Hyde	8146547897	Semi-Annually	281 days overdue	One Time	Do Not Visit
Amazon	Mister Pizza	8146547156	Bi-Monthly	101 days overdue	One Time	Intro Visit
Amazon	Jack Schwartzman	8146547156	Bi-Weekly	265 days overdue	None	Do Not Visit
Amazon	Scooby Doo	8146547156	One Time	Do Not Call	One Time	Intro Visit
Apple	Steve Jobs	8146547156	Monthly	131 days overdue	None	Do Not Visit
CLL	Mark Brown	8146547156	One Time	Intro Call	One Time	Intro Visit
Dell	Talor Battle	8146547156	None	322 days overdue	One Time	Intro Visit
Dell	Michael Dell	8146653000	Weekly	352 days overdue	None	Do Not Visit
Flooring Inc	Donald Duck	5689854568	Monthly	329 days overdue	None	Do Not Visit
Flooring Inc	Laura Ingalls	8146658946	Monthly	329 days overdue	None	Do Not Visit
Flooring Inc	Mickey Mouse	4567894521	Monthly	329 days overdue	Weekly	423 days overdue
Flooring Inc	Sarah Smith	8146652000 x321	Monthly	265 days overdue	Visit Daily	470 days overdue
Hardwood Flooring Co.	Dan Gates	8146653000	Bi-Weekly	259 days overdue	None	Do Not Visit

Key Features:

1. The Contact Frequency Report lists your sales team's call/visit frequencies for each contact along with their current status.
2. Creating call/visit frequencies, for each contact, optimizes your sales team's time and increases customer satisfaction because they don't get forgotten.
3. Sales Managers can review and change each frequency as needed.
4. Sales Managers can review each contact's call/visit status to make sure your contacts are being contacted properly.