

Your Referrals Report

Barry- Abc Sales Pty Ltd (example only)

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Created by Allen Tong

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<u>Sales Source</u>	<u>Referral Source</u>	<u>Opportunity Description</u>	<u>Reason</u>	<u>Sales Stage</u>	<u>Sales Status</u>	<u>Sales Type</u>
Barry- Abc Sales Pty Ltd (example only)		Smith, John- New \$78,500.00 Excavator	2013/03/23 awaiting client document, application complete (settlement eta 4 days)	2a-Waiting on Info from Client	Active	leasing
Barry- Abc Sales Pty Ltd (example only)		AAA Pty Ltd- used 2009 Kenworth Prime mover - \$185,200.00	2013/03/21 finance approved - invoice ordered (settlement required in 8 days by client)	4a- Approved but waiting for Invoice or Asset	Active	leasing
Barry- Abc Sales Pty Ltd (example only)		123 Pty Ltd- used 2010 printing press - \$112,350.00	2013/03/20 client testing machine next week - and may commit after that. Client happy to do the finance after this (settlement estimated date tba)	1a- Opportunity Deferred	Active	leasing