

ARMSTRONG

SALES COACHING

Top 20 Client Contact Form

BEHAVIOR / ACTIVITY	Dates											
	Call	Drop-in	Referral Request	Small Gift	Sent Article	Meeting	Lunch	Social Event	Email	Text	Card	Letter
John Doe - ABC Commercial	6/7/18		7/9/18							9/3/018		
Sue Bee - Alliance		6/7/18		7/9/18			7/9/18					8/1/18
Rob Bass - Bulldog					7/9/18				7/9/18			
Keith Jones - Teleco	8/1/18		9/3/018	6/7/18		8/1/18		8/1/18			8/1/18	
Jen Bishop - R&R Services		8/1/18					7/9/18					
Robert Merk - Guardian					6/7/18						9/3/018	
Jim Mitty - Extrusions R Us				8/1/18					7/9/18	8/1/18		
Stevie Y - Red Wing Supply		9/3/018				8/1/18	6/7/18					
Bruce Bellingham - H&H				7/9/18				6/7/18			7/9/18	8/1/18
Jan Kellig - Robotic Specialty	7/9/18								9/3/018			
Don Apple - Apple Dist.			7/9/18		9/3/018			8/1/18		6/7/18		7/9/18
Kay Smith - JWL												
Bill Simpson - Accent		9/3/018	7/9/18				7/9/18				6/7/18	
Erik Glass - National Signal	8/1/18				7/9/18							
James Joyce - Tiger Inc.												6/7/18
Jill Decra - Check Mate		8/1/18							8/1/18			
Bo Jackson - MLB						9/3/018						
Matt Stafford - Lion Mfg	8/1/18			8/1/18								
Bill Gates - Microsoft						9/3/018		8/1/18			8/1/18	
John Ford Jr. - Ford Inc.		9/3/018		9/3/018								