

CONTACT LIST

		5-STEP INVITATION TRACKING					
Contact Information		Comments/Needs	Step 1	Step 2	Step 3	Step 4	Step 5
1	Name: Jane/John Doe	Met at Kohl's, has 2 boys, asked about Insanity workout to lose weight, call her 2/12 at 4pm.	She's interested in Insanity Challenge Group, call her back 2/14 at 11am.	Wants to lose 35 lbs (weight gained from having boys), has class reunion in June, wants to be a size 4 again.	Watched "Ever Feel Like This" video and said yes to Insanity BBC Group on 2/14, call her back at 1pm with more info.	Shared BBC Group commitments, said yes to enroll.	Walked through enrollment, ordered Insanity Challenge pack on 2/14.
	Email: example@email.com						
	Phone: 555-555-5555						
2	Name:						
	Email:						
	Phone:						
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