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Slide notes: In this tutorial we are discussing how we operate Contact Marketing from the dashboard. It is possible for a non-Marketer to use the Appplication functions, but such a person will not be able to execute Call Lists, i.e. will only use the other Contact Marketing functions. In this case, as we can see on the left, there are no call statistics for the User.

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	Conte	et Mark	iting					
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	Reports 1 Call Line	71	Reports i General	71		File Maintenance	21	Administration and Centres
	Cant Cantector Cantector	Call List Master Call List Detail act on Call List Inf on Call List Inf on Call List	Conta Contacti Cat Events and r	ut Master Natisters Statistics Kon-Calta		Generals Cont Maintain Cont Contact Nov Call.	act Master Act Master Markobis V Call List Act Master	Diate Tasks: Bubmithker Tasks: Failor Tasks: LintActive



Contact Marketing     Active       MY: -     Calls     Orders     Sales     Dashboa     Base       Total     0     0     0.00     0.00     Calls     Ca	s Receivable ) Debtors ter It Working Papers at mess Origints I Back oriet Operations
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Total     0     0     0.10     Current None     Not in Recenter:     Corr Corr Corr Corr Corr Corr Corr Corr	orete Operations
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0 0 0 0 0 Cor	List Marketing
	tainer Terminal
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Confection on Call List Exercise and Non-Calls New C	ice Dept Costing



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Slide notes: When you enter as a Contact Marketer, that means you are on the list of Contact Marketers. You can have 1 or multiple profiles on this list, and if you have more than 1, then you will have to select the profile to operate with, at this time.

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	Cont	act Mark	ning				
MY: -	Calle	Orders	Sales		Dashbo	ard	11
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Slide 5 Slide notes:

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	Conte	et Mark	ening		
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Decepter	15.53	1071	366.329.00		Organize Call List
LINTERPORT	1255	735	338,159,88	To Open a Single Contact -	Elecute Call List
ALL: -	Calle.	Orders.	Sales	On Demand Contact	Robusse Call List
				Active Call List Indicator	60
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- Automotel	230	5.32	101,000,00	market framework	
Dat Steen	28.35	1050	262,768,28		
Carl South	ABAR	1794	643, 393, 36	100X Dimme	
THE HEART	2555	2242	483,223,48	100011-0000	
C Dell Mode	3140	APRIL 1	4647464746	and an entered of	
	Reports 1 Call Line	11	Reports 1 General	File Maintenance 71	Administration and Controls
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Slide notes: If you are a Marketer, then the statistics on the left will include your statistics as well as those for all Marketers. These statistics show up-to-the-minute comparisons of Calls, Orders and Sales for Today and Yesterday. For This Week and Last Week, and for This Month and Last Month.





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-	Conte	et Mark	ening		_	_		_
MY: -	Calls	Orders		Sales				11
THEFT	105	84	11.4	50.10	Garrest Pacity	Ht: Route 1	- Doyest one.	closey)
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LAUPINE	4.62	2.8.5	5.94,8	29.98			Change	Schote Califier
Decision.	15.52	1071	166,3	19.48				Organize Call List
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						On Deman	d Cernaid	Reliese Call List
ALL: -	Calle	Oples.		Sales				
						Active Call Lie	t Indicatore:	
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Ynamited	200	151	194,3	69.00	Adapt Littlenger			
Data street	28.34	1848	267.3	40.98				
(act)	1048	1250	283,1	23,88	100x 01mms			
THE PERMIT	0141	47.84	6.63.3	23.48	Arithmetic Chief			
Seet Made	3668	2948	407.4	10.00	JAN STREET		_	
	Reports 1 Call Lints	11	Reports 1 General	11		File Maintenance	11	Administration and Castron
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-	Contr	aet Mark	eting					
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Transfer Int	9.4	43	9,219.00					
Day proved	699	482	64,910.00	Coulder	9			
LAUPITE	462	315	58,829.98			Change	Schote Cal List	
THE ROLL	15.11	1071	366,319,00				Organize Call List	
Literatores	1165	735	359,159,00		To Open a Sing	e Contact -	Ensure Call Ltd	
					On Deman	d Centad	Reliese Call List	
ALL: -	Calle	Online.	Sales					
					Active Call Lie	t Indicators:		
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Dat street	28.38	1010	257,750.38			_		
1 Million	1040	12.06	201,200,00	TODAL DUB				
THE MORES	2648	12.01	483,283,48	SPONY CHILD		_		
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	Reports 1 Call Line	. 11	Reports 1 General		File Maintenance	11	Administration and Centres	
	Con Contect Contector	Call List Master Call List Distail faction Call List Instion Call List Instion Call List	Contact Master Contact Manathins Call Statistics Exercise and Non-Calls		Generala Conta Maintain Conta Contact) Satu Calita	att Master Att Master Nationals • Call Lut att Master	Dian Taska Jialoni New Taska Portum Taska Eat Taska Eat	

Slide notes: The dashboard will clearly show the current profile that is active.

- 9)		_	(0)	« »			·· ··
-	Conti	aet Mark	ening				
WY:	Calls	Orders	Sales				11
THEFT	3.05		11.559.88	Garrent Pacition	Hill Route 1	- Downtons	(hereg)
Transmitter.	94	4.2	2,219.89				
Day parent	697	482	64,910.00	Contract	9.		
LACT PARTY	4.62	325	50,829.98			Change	Activate Call List
THE MORE	15.53	1871	366,319,88				Organize Call List
LINTERPORT	1392	735	338,159.00		To Open a Sing	er Contract	Energie Call Ltd
					On Damar	d Centard	Reliese Call List
NLL: -	Calle	Orders.	Sales				
					Active Call Lis	# Indicators	
Tainy	429	838	\$4,229.00	Listinsteph at			
100000	230	198	14,969.00	Adapt Lines			
Date street	23.36	1858	262,960.98			_	
(and ) the	1048	1296	701,710,00	Total Differen			
THE REPORTS	0101	1231	0.03,223,48	Circle Hereit		_	
Sel Myde	0568	2748	464,664,49	232 221020		_	
	Reports 1 Call Line	. 11	Reports 1 General		File Maintenance	11	Administration and Currow
	Con Contact Contactor	Call List Master Call List Detail fact on Call List not on Call List n multi Call List	Contact Massier Contact Manufaus Cast Statistics Exercise and Non-Casta		Osmerala Cont Maintain Cont Contact Maint Contact Contact	ari Master Ari Master Matkobio e Cali Liui ni Master Batinga	Dane Tassa Bukmi New Taska Parlam Taska Parlam Taska ListAches Tassa Check Propess

Slide notes: The dial prefix is automatically loaded from the system settings. However it is possible to change it if it does not apply for your call station.



















Slide 16 Slide notes:

- 9)		_		<u> </u>			
-	Conte	aet Marin	eting		_	_	
MY) -	Calle	Orders	Sales				71
THEFT	.105		11.550.00	Garrent Profile	Htt: Route 1	- Downtone	clurey)
Transmitter.	9.4	4.5	2,219.88				
Das pares	697	482	64,950.00	Coultings			
Latt plane	462	225	50,829.98			Change	Activity Call List
THE PERMIT	15.53	1071	366,319,88				Organize Call List
Literatives	1165	735	338,159,88		To Openia Sing	er Contact -	Energie Call Lind
					On Damar	d Contact	Entrance Call List
ALL: -	Calle	Orders.	Sales				
					Active Call Lis	nt laudicatore:	
Taley	429	538	14,219.00	Listinstepher			
YESTER	230	808	14,969,00	Adaptic Contractory			
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THE PERSON IN	0101	12.01	0.03,220,00	Orbite Died		_	
	3999	1748	464,464,48	252 201020		-	
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Slide notes: The "On Demand Contact" is used for ad hoc entering of a Call Contact record, without having to go via the Call List that is active. We discuss this option in a separate tutorial.

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	Gonna	IS CONTENTS	20018						
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Vietniday	9.4	4.2	8.	219.00					
Has press	401	482	44.	910.00	Casiliona	1.		Quary Cat List	
Lart Ment	4.62	225	5.943	120.98			Change	Activate Call List	
Thermore	1552	1071	166.	229.00				Organize Call List	
Loutheast	1255	735	358,	159.00		To Openia Siga	e Contact -	Execute Call List	
						On Deman	d Contact	Relacce Call List	
ALL: -	Calls	Orders.		Sales					
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Dis/ Meth	23.36	1848	267.	940.98					
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LietMorth	5648	2940	489.	500.00	total Revenues				
	Reports 1 Call Line	. 71	Reports 7 General	11		File Maintenance	21	Administration and Centum	
	2 Cont Contector Contector	Call List Master Cell List Detail act on Call List Lot on Call List Limuti Call List	Contact Contact Cat Exents and f	act Master Markators Statistics ton-Cata		Generala Cont Maintain Cont Contact 190 Call	act Master act Master Marketers or Call List Ist Master Software	Diate Tasks: Submit New Tasks: Perform Tasks: Edit Tasks: List Achie Tasks: Cash America	

Slide notes: As a Contact Marketer performing calls, the primary functions are the Call List functions on the main dashboard. The 1st, Query a Call List, can be used to query any Call List.

























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- 1	Conta	et Mark	ening	-	_	-	-	_
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Vistanday	9.4	4.2	9.23	1.00				
thus press	609	482	64,95	1.08	Casilyette	44		Quary Cat List
Last Mass	462	225	1.59,821	1.98			Change	Activate Call List
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LastMorth	1195	735	559,15	1.00		To Open a Sing	e Contect -	Esseute Cat List
						On Demar	d Contact	Release Call List
ALL: -	Calls	Orders.	19	Sales				
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Ymiterday.	110	151	14,26	1.00	when activities)			
Dis Alett	23.34	1848	267,96	1.00				
LINCOVIES	1248	1250	283,29	1.00	TOM ERBERS			
Dechterte	0.048	47.84	6.63,28	1.00	Riveally Collect			
LietMorth	356R	2948	489.60	10000	total Revieway			
	Reports 1 Call Line	. 11	Reports 7 General	11		File Maintenance	21	Administration and Centum
	) Cart Cartector Cartector	Call List Master Call List Master action Call List Instan Call List Insult Call List	Contact Contact Ma Cast St Events and Nor	Master Asters Motos - Cata		Generals Cont Maintain Cont Contact Sat Catta	art Master art Master Mationars Mationars Mationars Call List Jat Master Estions	Diate Tasks: Bubmithke Tasks: Fith Tasks: Eith Tasks: ListActive Tasks: Check Progress

Slide notes: The "Activate Call List" option is used to select a Call List to work on, i.e. to make Calls.

	Cont	aet Ma	intening		
MY: -	Calle	Orders	Sales	Dashboard	11
Totas	.105	-84	11.559.49	Carrot mone (181) Route 1 - Downtone	chowy)
Vietnebry	9.4	4.2	2,219,46		
Day press	409	482	44,959.00	Canifordia da	Query Cat List
Last Press	462	225	54,423.44	Change	Activate Cat List
THEME	1532	1071	366.329.46		Organize Call List
Lastern	1392	735	STATE STRUCT COLLEGE		Execute Cat List
ALL: -	Calls	Orders	Please Select		Remore Call List
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Slide 26 Slide notes:

MY: . Calle Orders Sales Dashboard Total 105 44 11.559.00 Veneday 44 43 4.20140 Discreme 407 432 44,010.00 Latrans 407 432 135 54,270.00 Calles 4.2014 146,270.00 Calles 4.2014 146,270.00 Calles 4.2014 146,270.00 Calles 4.2014 146,270.00 Calles 4.2014 146,270.00	na divero
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Visiteday     84     4.2     9,210.06       Portrain     600     630     64,200.00     Currents     6.       Latryness     642     233     56,270.00     Currents     6.       Chartee     651     56,770.00     Currents     6.     Chartee	
The Plane 407 402 44,759,02 Contracts 7- Latitives 462 233 56,425,40 Charges	
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1517 1071 166, 723, 86	Activate Cat List
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Slide 27 Slide notes:

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-	Conta	iet Mark	enng					
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Vietnoby	9.4	4.2	9,0	19.88				
this rough	609	482	44.2	50.00	Casilyette	44		Guery Call List
Last Please	4.62	225	1.96,8	29.98			Change	Activate Call List
THENDED	10532	1071	366.3	19.46				Organize Call List
LastMon	1195	735	359,1	59.48		To Openia Sina	e Contect -	Esseute Cat List
						On Deman	d Contact	Release Call List
ALL: -	Calls	Orders.		Sales				
						Active Call Lis	t Indicators:	
Today	429	838	44.2	23.88	Untimoteon	Bustel Centur	ion Nonstan	m
THEFT	100	151	14,3	69.00	when advainal	ZA Dec: 2984.1	127120	
Dis/ Alest	23.34	1848	267.3	80.00				
LINELWISE	1248	2250	201,2	10.00	TOM ERBERS	1.8		
Dechterte	0.048	6784	6.63.13	23.10	Stready Cristed			
Liet Morth	3568	2240	400.4	00.00	total Revenues	1	K/	
	Reports 1 Call Line	11	Reports i General	11		File Maintenance	21	Administration and Centres
	Cart Cartectu Cartector	Call List Master Call List Detail action Call List not on Call List Innuti Call List	Conta Contact N Cat. Events and N	ci Master tarbaters Statistice on-Cata		Generals Cont Maintain Cont Contact No. Call.	act Master act Master Matholaris e Call List Ist Master Estiogs	Dian Tasks: Butmithker Tasks: Pathon Tasks: Eith Tasks: ListActhe Tasks: Check Process

Slide notes: The system will show 'up to date' indicators for the Active List at all times. The List will remain active until released, and that can be a few minutes, or a day or a week or longer. At any time the Marketer can pause current calls and return here, and continue again at any stage where he or she last left off.

Help	Nevigator ( Subnik Quit	Client v8.1 Functions (	5 : Macbook IIS Commands	5 : [mode=Z]				
	- 9	Q Conta	act Mark	eting	) « »		\$	2 X
	MY: -	Calls	Orders	Sales		Dashboard	71	
	Today	105	84	11,550.00	Ourrent Profile	001: Route 1 - Downton	n. (Tormy)	
	Vectorday	84	63	9,240.00	0010101010			
	This Week	60.9	4.62	66,990.00	Dia Posto	0.	Query Call List	
	Lost Week	4.62	815	50,820.00		Change	Activate Call List	
	This Month	1512	1071	166,320.00			Organize Call List	
	Lent Month	1345	735	150,150.00		To Open a Single Contact -	Execute Call List	
	ALL: -	Calls	Orders	Sales		On Demand Contact	Release Call List	
						Active Call List Indicator	5	
	Today	420	1:36	46,200.00	List Description	Boute: Centurion Downt	099.	
	Yesterday	136	252	36,960.00	When Activated	21 Dec 2008 8 19:10		
	This Week	24.36	1848	267,960.00				
	Linst Week	1848	1260	203,280.00	Total Entries	13		
	This Month	6048	42.84	665,280.00	Already Called	0		
	Lest Month	5460	2940	600,600.00	Total Remaining	13		
		Reports : Call List	. 🎌	Reports : General		File Maintenance	Administration and Custom	
		1	Call List Master Cell List Detail	Contact Master Contact Marketers		Generale Contact Master Maintain Contact Master	Dian Tasks: Submit New	
		Con	text on Call List	Cal Statistics		Contect Marketara	Tesks: Perform	
Ser		Contact	noron Call List	Events and Non-Calls		New Call List	Trades Listeritor	
e		2011-301	initia can can			Lat List Master	Tanks ListActive	
						sections.	Taska: Crieck Progress	
							LOSS	

Slide 29 Slide notes:

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_	Conte	et Mark	eting	-	_	_	-	
MY: -	Calls	Orders		Sales		Dashbo	ard	71
70101	.105	.04	11.	550.00	Carrent Frome	HEL ROLL 1	Downtown	(foreg)
Vietniday	9.4	4.2	9.	219.88				
this press	401	482	- 44,	950.00	Casilionte	14		Quary Call List
Lord Prints	4.62	225	1.54	429.98			Change	Activate Call List
The MOUTH	1552	1071	166	329.46				Organize Call List
Lout Morth	1395	735	358,	159.00		To Openia Sica	e Contect -	Everyte Call List
						On Deman	d Contact	Relinese Call List
ALL: -	Calls	Orders.		Sales				
				1.55955		Active Call Lie	t Indicators:	
Today	429	836	0.86	299.99	Certimoxiden.	Bustel Centur	ian Nomitan	19 <u>1</u>
Traineday.	110	151	. 14.	969.00	when activities	23 Dec 2984.1	127120	
Rev Alest	23.34	1848	267.	940.98				
Loct West	1248	1259	201	223.88	TOM EXErs	1.1		
Dechterte	0.048	47.94	6.63.	250.00	Minaky Colors			
LietMorth	3668	2242	489.	600.00.	The summer	1	17	
	Reports 1 Call Lints	11	Reports : General	71		File Maintenance	21	Administration and Centres
	2 Carta Cartecto Cartecton	all List Master Cell List Detail at on Call List int on Call List multi Call List	Contact Contact Cat Events and	act Master Mariatics Statistics Non-Catta		Generala Cont Maintain Cont Contact No. Call.	art Master art Master Mations e Call List ist Master Settogs	Diate Taste: But mit New Taste: Partom Taste: Eat Taste: List Athe Taste: Check Progress

Slide notes: ORGANIZE can be used at any time to re-organize the Active Call List, and any entries that are selected move to the top, thereby becoming the next Contacts to call.

	Conti	act Ma	keling		
WY: -	Calle	Orders	Sales	shboard	71
70491	105	.84	11.559-99 Gareet Pione 1911	Route 1 - Downtown (Dowy)	
Vielanday	9.4	43	Will 11 Still 57 1. Re-Select Semicore - Les mare		
this press	609	482			Query Cat List
Last Please	462	225	Order of Unselected Items remain unchanged		Activate Call List
THEMDOR	1532	1071	3423 MERCH: PLe Stop 29 (Centurion Lobe)		Organize Call List
LoutMonth	1395	735	4276 MURIN: Fis Stop 25 (Down Town)		Execute Call List
NLL: -	Calls	Orders	4279 HERCHI Pie Stop 23 (Doornkloof) 4280 HERCHI Pie Stop 23 (Hillaide) 4281 HERCHI Pie Stop 23 (Hermops)		Release Call List
Technic	429	836	4202 HEBIT: Pis Stop 23 (Sunnyside)		
1 milester	110	151	4204 HERIN: Pie Stop 23 (Brooklyn)		
Dist diamet	23.36	1848	4285 MEBCH: PLe Stop 23 (Wonderboom)		
Lartweet	1248	1259	4256 MEDICH: Pie Stop 23 (Montana)		
Dechtern	0.048	47.84	4287 MEBCH: Pie Stop 23 (Bloof)		
LietMorth	3568	2948	4200 HERTE PLS Stop 23 (South Lake) 4209 HERCH) PLE Stop 23 (Riverside)		
	Reports 2 Call Line	. 1			Central Central
	1	Coll 1 lot Mar	Select ALL Show Full Line Cancel OK	and Contact Marchan	Dave
		CalifierOp	Contact Makeborg	rtain Contact Master	Taxes: Retroit Naw
		C. MILLER LAW	I LOUGH PLANNED PLAN	THE CONTRACT PRODUCT	TRAFS. BIRDINI DWW



Calls     Orders     Sales       1030     44     11.550.80     Currentmons     Will Route 1 - browtows (Doney)       1031     44     11.550.80     Currentmons     Will Route 1 - browtows (Doney)       1032     44     11.550.80     Currentmons     Will Route 1 - browtows (Doney)       1034     442     442     Mill (15EEEE) 105Stort Sciputics, 1 or mile     Addres Callist       1035     443     1051     1071     State     Draft of Inselected Items remain unchanged     Addres Callist       1035     1055     1055     1056     Prove Inselected Items remain unchanged     Addres Callist       1035     1055     1056     1071     State     Draft State 1 - browtows (Doney)       1035     1055     1056     10210     State State 23 (Doen Town)     Batulas Callist       10407     1035     1036     10210     File Stop 23 (Browthout)     Batulas Callist       10407     1035     1036     HERDIP Pie Stop 23 (Browthout)     Batulas Callist       10407     10408     HERDIP Pie Stop 23 (Browthout)     Batulas Callist
1010     105     44     11.759.86     Conversions     Will Route 1 - Downtown (Conversions)       1010     44     44     Multification (Conversions)     Will Route 1 - Downtown (Conversions)     Conversions)     Conversions)     Will Route 1 - Downtown (Conversions)     Conversions)     Conversions)
Mail Al Al Multification Sequences, 1 or more   Mail Add Multification Add Add Add   Mail Add Multification Internet Internet Add Add   Main Add Multification Internet Internet Add Add Add   Main Add Multification Internet Internet Internet Add Add   Main Add Multification Internet Internet Internet Internet Add   Main Add Multification Internet Internet Internet Internet Add   Main Add Multification Internet Internet Internet Internet   Internet Add Multification
Open     Open <th< td=""></th<>
As2 Eth Order of Unselected Items remain unchanged Accords Called   Versen CSI (07) SE2 EDREM: File Stop 23 (Destruction Value)   1055 735 4279 HERCH: File Stop 23 (Destruction Value)   4279 HERCH: File Stop 23 (Destruction Value) Esstudic Called   4279 HERCH: File Stop 23 (Destruction Value) Esstudic Called   4279 HERCH: File Stop 23 (Destruction) Esstudic Called   4270 HERCH: File Stop 23 (Bestudie) Esstudic Called   4270 HERCH: File Stop 23 (Bestudie) Esstudic Called   4280 HERCH: File Stop 23 (Bestudie) Esstudic Called   7039 4278 4286 HERCH: File Stop 23 (Bestudie)   7048 2336 HERCH: File Stop 23 (Bestudie)   7058 2336 HERCH: File Stop 23 (Bestudie)   7058 2346 HERCH: File Stop 23 (Bestudie)   7058 2436 HERCH: File Stop 23 (Bestudie)   7058 2436 HERCH: File Stop 23 (Bestudie)
Marcine
Liss     735     4276     HERER: Pie Stop 23     [Down Town)     Easture Called       4279     HERE: Pie Stop 23     [Down Town)     4276     HERE: Pie Stop 23     [Down Town)       4279     HERE: Pie Stop 23     [Mainage Called]     4276     HERE: Pie Stop 23     [Mainage Called]       5.     Calls     Ordere     4280     HERE: Pie Stop 23     [Mainage Called]       4001     HERE: Pie Stop 23     [Mainage Called]     4280     HERE: Pie Stop 23     [Mainage Called]       70047     479     B34     4280     HERE: Pie Stop 23     [Mainage Called]       4280     HERE: Pie Stop 23     [Mainage Called]     4280     HERE: Pie Stop 23     [Mainage Called]       4480     HERE: Pie Stop 23     [Mainage Called]     4280     HERE: Pie Stop 23     [Mainage Called]       4480     HERE: Pie Stop 23     [Mainage Called]     4280     HERE: Pie Stop 23     [Mainage Called]       4480     HERE: Pie Stop 23     [Mainage Called]     4280     HERE: Pie Stop 23     [Mainage Called]       4480     HERE: Pie Stop 23     [Mainage Called]     42
4279     HERCH:     Pie Stop 23 (Doornkioof)     Permane Calling       4280     HERCH:     Pie Stop 23 (Doornkioof)     Permane Calling       4280     HERCH:     Pie Stop 23 (Milliade)     Permane Calling       4280     HERCH:     Pie Stop 23 (Mondelia)     Permane Calling       4280     HERCH:     Pie Stop 23 (Mondelia)     Permane Calling       4280     HERCH:     Pie Stop 23 (Mondelia)     Permane       4280<
Calls     Orders     4400     HERCH: Pis Step 23     [Hinther]       70497     834     4400     HERCH: Pis Step 23     [Honther]       70497     834     4400     HERCH: Pis Step 23     [Honther]       70497     834     4400     HERCH: Pis Step 23     [Honther]       70497     4204     HERCH: Pis Step 23     [Honther]       70497     4400     HERCH: Pis Step 23     [Honther]       70497     4400     HERCH: Pis Step 23     [Honther]       70497     4400     HERCH: Pis Step 23     [South]       70497     4400     HERCH: Pis Step 23     [South]       70400     7040     4400
4200     HERCE     File Step 25     [Summysol       70.00     4200     HERCE     File Step 25     [Summysol       70.00     4200     HERCE     File Step 25     [Summysche]       70.00     4200     HERCE     File Step 25     [Summysche]       70.00     516     516     File Step 25     [Summysche]       70.00     516     516     File Step 25     [Summysche]       70.00     516     516     File Step 25     [Booklyn]       70.00     516     516     HERCH     File Step 23     [Booklyn]       70.00     42.00     HERCH     File Step 23     [Booklyn]       70.00     42.00     HERCH     File Step 23     [Rooklyn]       70.00     42.00     HERCH     File Step 23     [South]       70.00 </td
Total     429     534     4283     HEBCH: Pic Stop 23     Accedia)       Hermin     510     557     44284     HEBCH: Pic Stop 23     Booklyni       France     2136     1848     4286     HEBCH: Pic Stop 23     Woodschools)       France     2136     1848     4286     HEBCH: Pic Stop 23     Woodschools)       France     6486     4286     HEBCH: Pic Stop 23     Hondschools)       Hore     6486     4286     HEBCH: Pic Stop 23     Hondschools)       Hore     6488     4286     HEBCH: Pic Stop 23     Hondschools)       Hard     5648     2949     HEBCH: Pic Stop 23     Hondschools)
Bit
V/Mass     23.54     IMA4     42.85     HEBCH:     Pic Stop 23     (Wonderblook)       V/Mass     1944     1560     42.85     HEBCH:     Pic Stop 23     (Konderblook)       V/Mass     0648     47.84     44.85     HEBCH:     Pic Stop 23     (Konderblook)       V/Mass     0648     47.84     44.85     HEBCH:     Pic Stop 23     (Konderblook)       V/Mass     0648     47.84     HEBCH:     Pic Stop 23     (Konderblook)       V/Mass     0648     79.87     HEBCH:     Pic Stop 23     (South Lake)       V/Mass     42.89     HEBCH:     Pic Stop 23     (South Lake)
Number     State     42.05     HEDER: Pie Stop 23 (Montana)       Number     0668     47.04     44.07     MERCH: Pie Stop 23 (Montana)       Number     0668     2700     42.08     MERCH: Pie Stop 23 (South Lake)       Number     0568     2700     42.08     MERCH: Pie Stop 23 (South Lake)       10000     0168     2700     42.08     MERCH: Pie Stop 23 (Biverstide)
Mode     Office     Control File Stop 23 (Shoul)       Mode     5640     2940     MEDCH: File Stop 23 (Shubi lake)       Mode     5640     2940     MEDCH: File Stop 23 (Shubi lake)
1909 3448 2948 4289 HERCH: Pie Stop 23 (Riverside)
Reports 100 ministration 100
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ALL: -	Calls	Orders	4279	MERCH: Pie MERCH: Pie	Stop 23 Stop 23	Doornit1  Hillaid	00£) ≖T		Remose Cat Lis	1
			4262	MERCH: PLE	Stop 23	Sunnyat	de)			
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Dechtem	0.048	47.84	4287	MERCH- PLC	Stop 23	(South 1	ales I			
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	Cont	Cell List De	tai Co	react Marketers			Main	ain Contact Master	Tasks: Bubmit New Tasks: Pation	



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Intherp	1265	735	4278	MIRIN: Pis	Stop 23	Dom	Town)	1				Empute Call Li	<b>e</b> 1
ALL: -	Calls	Orders	4279 4280 2 4281	MERCH: Pie MERCH: Pie MERCH: Pie	Stop 23 Stop 23 Stop 23	) (Doots Hill) Henny	útloof) sidel ops)	8				Remase Call	al (
90.000	429	836	4252	HEDERS PAR	Step 23	5 (Dunit)	rrtils)						
Veron	110	151	4183	HERCHI PLE	Stop 23	ALC B	ina) Irml						
Designed	23.16	1848	4285	MERCH: PLC	Stop 23	3 IN OFTICE	rboom						
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Day below	0.048	4784	4287	MERCH: Pie	Stop 33	B IRLood	t) .						
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	Reports Call Line	1			1		1		15	_		isistation	<b>i</b> ()
	1	al List Mas	Select /	Contact Master	e]]] 04	Cancel		CK Qenera	in Contr	ut Master		QIA	
		CellUntOr	tail	Contact Marketers				Maint	in Conta	ut Master		Tasks: Bubmit No	ut .
	Con	action Call	101	Cat Statistics				1	Conjecti	arketers		Taska Parke	m
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					<u> </u>			(4) (7)
	Conte	iet Mark	ning					
MY: -	Calls	Orders		Sales		Dashbo	ard	71
Total	105	- 84	11.4	59.10	Current Frome	ski Roate I	- Doyntons	chorengo ::
Vieladay	9.4	4.2	9.1	219.00				
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	Reports 1 Call Line	71	Reports 7 General	21		File Maintenance	22	Administration and Centres
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Slide 35 Slide notes:

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- 2	e.				a n			6 Ø
-	Conta	iet Mark	enng					
MY: -	Calle	Orders		Sales		Dashbo	ard	11
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Vietnoby	9.4	4.2	9,0	19.88				
this rough	609	482	44.2	50.00	Casilyette	44		Guery Call List
Last Please	4.62	225	1.96,8	29.98			Change	Activate Call List
THENDED	10532	1071	366.3	19.46				Organize Call List
LastMon	1195	735	359,1	59.48		To Openia Sina	e Contect -	Esseute Cat List
						On Deman	d Contact	Release Call List
ALL: -	Calls	Orders.		Sales				
						Active Call Lis	t Indicators:	
Today	429	838	44.2	23.88	Untimoteon	Bustel Centur	ion Nonstan	m
THEFT	100	151	14,3	69.00	when advainal	ZA Dec: 2984.1	127120	
Dis/ Alest	23.34	1848	267.3	80.00				
LINELWISE	1248	2250	201,2	10.00	TOM ERBERS	1.8		
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Slide notes: The primary activity takes place when we EXECUTE the current Call List. This leads to one Contact Call after another.

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					Resu	lt: -	But Give Up. D Eaus	Defer Defer ant Cell as Calls			
				<u>ب</u> اع	Actie	mst - <u>Order</u>	Scripted In	oterview			
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Slide notes: There is plenty to be said about the Call Contact screen, but that is the subject of a separate tutorial.

Helo	5 Navigator Cl Subrit: Out: F	ient v8.15 : Nachosk IES : unctions Commends	[mode-Z]						
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				1	ERCHI P	ie Stop 23 (Mennop	s)		
	Attention! :-		4	Cell Statue Speek To	ES onale		Running Commentary:		Add / Change
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				Result	-	<u>Buccessful</u> Defer Give Up. Dont Call			
			2	Action	5	Pause Calls			
	Basis (O	rigin) Herchandtise			Onter	Scripted Interview			
	CRM Rs AR Act	cont 00092 Pie Stop 23 ount 07306 GROBONSRI, 10 Ount 1496661514C Pie Sto	(Centurion Lab) HERESA 20 23 (Hennois 1	Function Change: 3 Change: Spe	ons: - <u>Iel No</u> Iek To	Guery AR Account Send User Message			
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	Drders	Sales Amount	Operato	E .	•	Callz Time	Operator 5	tatus	-
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Slide notes: For now, we will simply select PAUSE CALLS, and this option is used whenever we want to return to the dashboard.

Nevigator C Volab	lient var 12 mini (ca)	Logoff	: [mode-Z]	i Celores	n. 0.01829001=	attojana (ko	0.9ee	
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Vesteday	9.4	4.2	9,28	1.00				
Itus ryana	609	482	44,93	1.08	Casilyette	44		Guery Call List
Lastriess	4.62	125	5.98,82	1.00			Change	Activate Call List
THENDED	10532	1871	166,32	1.08				Organize Call List
LastMon	1195	735	559,15	1.00		To Openia Sina	e Contect -	Esseute Cat List
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ALL: -	Calls	Orders.	19	Sales				
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Today	429	834	44,20	1.00	Untimoration	Bustel Centur	ine South	m
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Dis/ Alest	23.34	1868	267.96	1.98				
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Dechterte	0.048	6284	6.63.28	1.00	Silvesty Caled			
Liet Morth	3568	2948	489.40	10000	total Annual Pop	1	K/	
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Slide notes: We can choose EXECUTE again, of course, and we will be back at the same Contact Call where we paused, except if we re-organize the list and put another entry at the top.

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	Conte	et Mark	ening						
MY:	Calls	Orders		Sales		Dashbo	ard	71	
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Das press	409	482	89,	934.08	Casiliona	44		Quary Call List	
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Triterity.	110	191		969.00	atten activities	23 Dec 2904 1	10110		
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Slide notes: When we have exhausted the Call List or for some reason choose not to continue with it, then we will RELEASE the Call List.

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Slide notes: And that describes the primary sequence of operating from the dashboard.