

Month	Day	Team Name	Agent Name	Prospect Name	Lead Source	Conversion Type	Timeline (Months)	Price Range	Lender	Date of Appointment	Live Transfer	Appt Met?	B2B?	AGENT CALLS	QA CALLS	Agent QA	Complaint?	Proper Notes	Continued Follow-Up
				Prospect Name	Bt Paid Ad (buyer)	Seller	3	\$500,000			Yes	Yes	No	1		Notes	Compliant	Yes	Yes
				Prospect Name	Bt Paid Ad (buyer)	Buyer	3	\$500,000			Yes	Yes	Yes	2		Notes	Compliant	Yes	Yes
				Prospect Name	Lucrative Paid Lead-Google	Buyer + Seller	1	\$500,000			Yes	Yes	No	3		Notes	Not Compliant	No	No
				Prospect Name	Lucrative Paid Lead-Google	Buyer	4	\$500,000			No	Yes	Yes	4		Notes	Compliant	Yes	Yes
				Prospect Name	FSBO	Seller	1	\$500,000			Yes	Yes	Yes	1	1	Notes	Compliant	Yes	Yes
				Prospect Name	FSBO	Buyer + Seller	1	\$500,000			Yes	Yes	No	2	1	Notes	Compliant	Yes	Yes
				Prospect Name	Facebook	Buyer	2	\$500,000			Yes	Yes	No	3		Notes	Compliant	Yes	Yes
				Prospect Name	Google	Buyer	4	\$500,000			Yes	Yes	Yes	1	1	Notes	Compliant	Yes	Yes
				Prospect Name	Facebook	Buyer	2	\$500,000			Yes	Yes	No	3	1	Notes	Not Compliant	Yes	No
				Prospect Name	Facebook	Buyer	1	\$500,000			Yes	Yes	No	4	1	Notes	Not Compliant	No	No
				Prospect Name	Google	Buyer	4	\$500,000			No	Yes	No	1		Notes	Compliant	Yes	Yes
				Prospect Name	Google	Buyer	4	\$500,000			Yes	Yes	No	2	1	Notes	Compliant	Yes	No
				Prospect Name	Google	Buyer	1	\$500,000			Yes	Yes	No	3	2	Notes	Compliant	Yes	Yes
				Prospect Name	Bt Paid Ad (buyer)	Buyer	1	\$500,000			Yes	Yes	Yes	4		Notes	Compliant	Yes	Yes
				Prospect Name	Lucrative Paid Lead-Google	Seller	3	\$500,000			Yes	Yes	No	1		Notes	Not Compliant	Yes	No
				Prospect Name	Lucrative Paid Lead-Google	Buyer + Seller	3	\$500,000			Yes	Yes	Yes	2	1	Notes	Compliant	Yes	Yes
				Prospect Name	FSBO	Seller	1	\$500,000			Yes	Yes	No	1	2	Notes	Compliant	Yes	Yes
				Prospect Name	FSBO	Seller	1	\$500,000			No	Yes	Yes	2	1	Notes	Not Compliant	Yes	No
				Prospect Name	Lucrative Paid Lead-Google	Seller	3	\$500,000			Yes	Yes	No	3		Notes	Compliant	Yes	Yes
				Prospect Name	Other	Buyer	6	\$500,000			Yes	Yes	Yes	1	1	Notes	Compliant	Yes	Yes
				Prospect Name	Lucrative Paid Lead-Google	Buyer	2	\$500,000			Yes	Yes	No	2		Notes	Not Compliant	Yes	No
				Prospect Name	Google	Buyer	1	\$500,000			Yes	Yes	No	1		Notes	Compliant	Yes	Yes
				Prospect Name	Lucrative Paid Lead-Google	Buyer	3	\$500,000			No	Yes	No	2	1	Notes	Not Compliant	No	No
				Prospect Name	FSBO	Seller	1	\$500,000			Yes	Yes	No	3		Notes	Not Compliant	Yes	No
				Prospect Name	Lucrative Paid Lead-Google	Seller	1	\$500,000			Yes	Yes	Yes	4		Notes	Compliant	Yes	Yes
				Prospect Name	Google	Buyer	2	\$500,000			Yes	Yes	No	1	1	Notes	Compliant	Yes	Yes
				Prospect Name	Lucrative Paid Lead-Google	Seller	1	\$500,000			Yes	Yes	Yes	1		Notes	Compliant	Yes	Yes
				Prospect Name	Auction Relocation Guide	Buyer	6	\$500,000			Yes	Yes	No	1	1	Notes	Not Compliant	No	No