

Integrate Your Systems for a Full Customer View



Direct Alliance can fully integrate all aspects of a client's business systems to support complex multi-channel sales strategies.

DCRM
RepTool | Utility | Customer Lookup | The Q on LNet | Touch Plan | Checkbox Tool

October 2006 | November 2006

Callbacks for 06/23/06 [New Callback](#) [Today](#)

Time	Acct #	Name	Business Name	Phone
07:00	1124843	ROB GAR	WOOLPERT	981-333-4
07:00	2445313	JIM BUR	UNION SECU...	981-333-4
07:00	3187262	MARK EASLE	TRICOR	981-333-4
07:00	1915219	TROY RETT	SPECIAL	981-333-4
11:00	1134299	GARY FISC	PEABODY	981-333-4
11:00	1082690	PAT RUHL	MEEMIC	981-333-4
11:00	1963224		HUTTIG	981-333-4

Pipeline | **Sales Book**

Sales Book

V	U	Acct #	Business Name	Last Call	Last Purc
*		2708119	DELAWARE	07/19/06	08/18/06
V		1010259	BUNZL DIST	12/15/05	05/29/06
V		1055697	LAKES INC.	07/21/06	06/22/06
V		1055837	WORLDS	07/19/06	N/A
A		1082690	MEEMI	06/02/05	N/A
A		1116673	AMERICAN BUS	07/12/06	08/05/06
V		1118605	AKRON	07/11/06	04/09/06
V		1120801	ROYAL	07/19/06	N/A
		1124843	WOOLP	07/21/06	02/28/06

Recommended Calls (261)

Days	Acct #	Name	Business Name	Phone
26	09292	GREEN RIVE...		270-852-55
26	46805	UNITED STA...		270-451-380
26	2101894	PECHINEY R...		270-273-7000
26	3392446	RUTH LANDERS		270-635-7585
26	2632558	MARIAH IND...		270-778-6271
26	1184606	KENMARK OP...		270-267-4486
26	1397627	LATROBE AR...		270-537-1000
26	1504310	SCHIFF KRE...		270-977-3100
26	2569476	SIEGERS SE...		270-786-4999

Analytics - Microsoft Internet Explorer provided by Direct Alliance

Analytics for 2418505 [Close window](#)

Customer Information
UNIVERSITY OF BALTIMORE
JAYNE KAFARS
AMHERST, MD 85044
PHONE: 617-555-1267

Links [Marketing Materials](#)

Sent	eFlyer ID	Description
11/19/04	ECOTCB0106	Thank you for your purchase
11/06/04	ECOTCB0106	Thank you for your purchase
10/19/04	ECOTCB0106	Thank you for your purchase
10/02/04	ECOTCB0106	Thank you for your purchase

LIFE CYCLE

- ACQUISITION
- CONVERSION
- PENETRATION**
- RETENTION
- REACTIVATION

NOTE: This account is currently in the life cycle stage(s) noted to the left in blue.

Brand Purchase History

Brand: COMPUTERS
Last purchase: 29-Aug-03
90-day: \$0.00
12-month: \$0.00
Lifetime: \$2,217.00

Callbacks

Create new callback: Choose a callback type...

Callbacks currently scheduled for:

1/19/05
10:30 AM

Hints
THIS IS A HINT FOR: 2418505

Script
HI MY NAME IS (TSR NAME) AND I AM CALLING YOU TO FOLLOW UP ON AN E-FLYER EMAILED TO YOU THIS PAST WEEK. WE SENT A SPECIAL OFFER TO OUR PREMIER CUSTOMERS THAT HAVE NOT PURCHASED FROM US IN THE LAST MONTH. DO YOU HAVE A COUPLE OF MINUTES SO I CAN EXPLAIN THE OFFER AND THE TREMENDOUS SAVING IT HAS TO OFFER?

Notes

06/23/06 THINKPAD AND POSSIBLY ON THINKCENTRE.
MIKE DIRECTOR OF IT EXT. 4042. PAUL BARNES IT MGR SPOKE TO RONALD HE IS PURCHASING. THEY USE IBM THINKPADS, BUT GO THROUGH DELL FOR PC'S. HAD PROBLEMS WITH NETMSTAS. OPEN TO RELATIONSHIP. THE 200 PC'S AND LAPTOPS. THEY HAVE 500 SALES ASSOCIATES THAT USE THEIR OWN LAPTOPS. GOOD OPPORTUNITY. CUSTOMER IS INTERESTED IN RELATIONSHIP ON LAPTOP.
05/01/06 GOT VOICEMAIL OF PAUL AND L/M ON MACHINE.