

DATABASE CHART OF ACCOUNTS

| Group | Status | Relationship Ranking | |
|-----------------|---------------------|---------------------------|-------|
| METS | | | |
| | PAST CLIENTS | Allied Resources | _____ |
| | | VIP | _____ |
| | | Champion | _____ |
| | | Fan | _____ |
| | | Spectator | _____ |
| | | Total Past Clients | _____ |
| | SPHERE OF INFLUENCE | Allied Resources | _____ |
| | | VIP | _____ |
| | | Champion | _____ |
| | | Fan | _____ |
| | | Spectator | _____ |
| | | Total Sphere of Influence | _____ |
| | VENDORS | Allied Resources | _____ |
| | | VIP | _____ |
| | | Champion | _____ |
| | | Fan | _____ |
| | | Spectator | _____ |
| | | Total Vendors | _____ |
| | | Total Mets | _____ |
| CONNECTS | | | |
| | A | 0-30 | _____ |
| | B | 31-60 | _____ |
| | | Total Connects | _____ |
| CAPTURES | | | |
| | A | 0-30 | _____ |
| | B | 31-60 | _____ |
| | C | 61-90 | _____ |
| | D | 91+ | _____ |
| | | Total Captures | _____ |
| | | Total Database size | _____ |
| PIPELINE | | | |
| | CURRENT CLIENT | Listing-Coming Soon | _____ |
| | | Listing-Active | _____ |
| | | Buyer-Active | _____ |
| | | Listing Under Contract | _____ |
| | | Buyer Under Contract | _____ |
| | | Total Current Clients | _____ |
| | LEADS | Seller | |
| | | This Month | _____ |
| | | Next Month | _____ |
| | | Two Months | _____ |
| | | Three-Six Months | _____ |
| | | Total Seller Leads | _____ |
| | | Buyer | |
| | | This Month | _____ |
| | | Next Month | _____ |
| | | Two Months | _____ |
| | | Three-Six Months | _____ |
| | | Total Buyer Leads | _____ |
| | NURTURES | Seller | _____ |
| | | Buyer | _____ |
| | | Total Nurtures | _____ |