

DIVISION: AMERICAS

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Account** | **Opportunity** | **Stage** | **Close Date** | **Amount** | **Expected Revenue** |
| **Deni Peters** |  |  |  |  |  |
| Bay Capital Co | AACHEN, GERMANY BESUCH 2020 09 22 | Prospecting | 10/27/2020 | 10.00 | 1.00 |
|  |  |  |  |  | **Total $1.00** |
| **Paul Burt** |  |  |  |  |  |
| Burlington Textiles Corp. | Burlington Textiles Corporation | Closed Won | 01/01/2020 | 8,715.00 | 8,715.00 |
|  |  |  |  |  | **Total $8,715.00** |

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| **Steve Shillinglaw** | | | | |
| Burlington Textiles Corp. | Burlington Textiles Corp - Tempco Elite Upgrades | Value Proposition 11/21/2019 | 64,120.00 | 32,060.00 |
| Myworks | Audible Studios License | Prospecting 12/28/2017 |  |  |
| Gigashots | Barcelona Labs - Q4 Order | Qualification 08/16/2017 | 9,735.00 | 973.50 |
| Underwater Mining Inc. | Underwater Mining Inc. (23 units) | Closed Won 01/07/2017 | 26,542.00 | 26,542.00 |
| Hammer Group Inc | Hammer Group Inc (30 units) | Perception Analysis 11/30/2016 | 34,620.00 | 24,234.00 |
| Underwater Mining Inc. | Underwater Mining Inc. (23 units) | Closed Won 11/07/2016 | 26,542.00 | 26,542.00 |
| Avery Software Co | Avery Software Co (25 units) | Needs Analysis 10/25/2016 | 28,850.00 | 5,770.00 |
| Waverly Trading House | Waverly Trading House (20 units) | Negotiation/Review 10/20/2016 | 23,080.00 | 20,772.00 |
| Underwater Mining Inc. | Underwater Mining Inc. (23 units) | Closed Won 10/15/2016 | 26,542.00 | 26,542.00 |
| First National S/B | First National S/B (02 units) | Perception Analysis 10/02/2016 | 2,308.00 | 1,615.60 |
| Burlington Textiles Corp. | Burlington Textiles Corp - Delivery Revamp | Prospecting 09/19/2016 | 177,600.00 | 17,760.00 |
| Burlington Textiles Corp. | Website Redesign revamp | Qualification 08/04/2016 | 92,688.00 | 9,268.80 |
| Bay Capital Co | Miami - 5 North Shore (MF - 112 Unit) | Prospecting 07/27/2016 | 5,650,000.00 | 565,000.00 |
| Burlington Textiles Corp. | Burlington Textiles Corp - Tempco Upgrades | Closed Won 06/28/2016 | 130,000.00 | 130,000.00 |
| Tortoise Corp | Tortoise Corp (05 units) | Id. Decision Makers 10/26/2015 | 5,770.00 | 3,462.00 |
| Nelson Inc | Nelson Inc (08 units) | Closed Lost 10/23/2015 | 9,232.00 | 0.00 |
| Airline Maintenance Co | Airline Maintenance Co (16 units) | Closed Lost 10/15/2015 | 18,464.00 | 0.00 |
| Nelson Inc | Nelson Inc (17 units) | Proposal/Price 10/14/2015 Quote | 19,618.00 | 15,694.40 |
| Airline Maintenance Co | Airline Maintenance Co (20 units) | Closed Won 10/11/2015 | 23,080.00 | 23,080.00 |
| Start Over Trust | Start Over Trust (21 units) | Closed Won 10/10/2015 | 24,234.00 | 24,234.00 |
| T-Squared Techs | T-Squared Techs (28 units) | Closed Won 10/03/2015 | 32,312.00 | 32,312.00 |
| White Cross Co | White Cross Co (01 units) | Closed Lost 09/29/2015 | 1,154.00 | 0.00 |
| Chandler Logistics Inc | Chandler Logistics Inc (04 units) | Closed Lost 09/26/2015 | 4,616.00 | 0.00 |
| Gifted Holdings AG | Gifted Holdings AG (04 units) | Proposal/Price 09/26/2015 Quote | 4,616.00 | 3,692.80 |
| Trait Institute Inc | Trait Institute Inc (14 units) | Value Proposition 09/16/2015 | 16,156.00 | 8,078.00 |
| Powder Suppliers | Powder Suppliers (15 units) | Closed Won 09/15/2015 | 17,310.00 | 17,310.00 |
| Rubble Group Inc | Rubble Group Inc (22 units) | Proposal/Price 09/08/2015 Quote | 25,388.00 | 20,310.40 |
| Max Holdings Ltd | Max Holdings Ltd (22 units) | Closed Won 09/08/2015 | 25,388.00 | 25,388.00 |
| Underwater Mining Inc. | Underwater Mining Inc. (23 units) | Closed Won 09/07/2015 | 26,542.00 | 26,542.00 |
| 24/7 Couriers | 24/7 Couriers (10 units) | Closed Won 08/21/2015 | 11,540.00 | 11,540.00 |
| Sea Region Inc | Sea Region Inc (14 units) | Id. Decision Makers 08/17/2015 | 16,156.00 | 9,693.60 |
| B.H. Edwards Inc | B.H. Edwards Inc (17 units) | Perception Analysis 08/14/2015 | 19,618.00 | 13,732.60 |
| Draft Diversified Energy Inc | Draft Diversified Energy Inc (20 units) | Closed Lost 08/11/2015 | 4,560.00 | 0.00 |
| Smallville Resources Inc | Smallville Resources Inc (04 units) | Value Proposition 07/27/2015 | 4,616.00 | 2,308.00 |
| First National S/B | First National S/B (14 units) | Perception Analysis 07/17/2015 | 16,156.00 | 11,309.20 |
| Spend Thrift Inc | Spend Thrift Inc (03 units) | Prospecting 06/27/2015 | 3,462.00 | 346.20 |
| Overhead & Underfoot Ltd. | Overhead & Underfoot Ltd. (07 units) | Negotiation/Review 06/23/2015 | 8,078.00 | 7,270.20 |
| Hollywood Diner Ltd | Hollywood Diner Ltd (09 units) | Needs Analysis 06/21/2015 | 10,386.00 | 2,077.20 |
| MTM Investment Bank F S B | MTM Investment Bank F S B (13 units) | Qualification 06/17/2015 | 15,002.00 | 1,500.20 |
| AB Drivers Limited | AB Drivers Limited (21 units) | Proposal/Price 06/09/2015 Quote | 24,234.00 | 19,387.20 |
| Chandler Logistics Inc | Chandler Logistics Inc (22 units) | Qualification 06/08/2015 | 25,388.00 | 2,538.80 |
| Bay Funding Co | Bay Funding Co (29 units) | Value Proposition 06/01/2015 | 33,466.00 | 16,733.00 |

Account Opportunity Stage Close Date

A.D. Importing Company Inc

Draft Diversified Energy Inc

Nelson Inc

Arts & Crafts Inc

Draft Diversified Energy Inc

Powell Funding

Nelson Inc (29 units)

Arts & Crafts Inc (04 units)

Draft Diversified Energy Inc (14 units) Powell Funding (17 units)

Perception Analysis 03/02/2015 Value Proposition 02/24/2015

Prospecting

02/14/2015

Negotiation/Review 02/11/2015

33,466.00

4,616.00

16,156.00

19,618.00

23,426.20

2,308.00

1,615.60

17,656.20

Amount Expected Revenue

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| OTC Holdings | OTC Holdings (08 units) | Negotiation/Review | 05/23/2015 | 9,232.00 | 8,308.80 |
| cloud cover trust | Cloud Cover Trust (08 units) | Qualification | 05/23/2015 | 9,232.00 | 923.20 |
| SuperG Tech | SuperG Tech (09 units) | Prospecting | 05/22/2015 | 10,386.00 | 1,038.60 |
| Max Holdings Ltd | Max Holdings Ltd (20 units) | Negotiation/Review | 05/11/2015 | 23,080.00 | 20,772.00 |
| Bay Funding Co | Bay Funding Co (26 units) | Needs Analysis | 05/05/2015 | 30,004.00 | 6,000.80 |
| Smallville Resources Inc | Smallville Resources Inc (28 units) | Qualification | 05/03/2015 | 32,312.00 | 3,231.20 |
| JBC Banking Inc | JBC Banking Inc (02 units) | Qualification | 03/29/2015 | 2,308.00 | 230.80 |
| Tortoise Corp | Tortoise Corp (08 units) | Needs Analysis | 03/23/2015 | 9,232.00 | 1,846.40 |
| Hollywood Diner Ltd | Hollywood Diner Ltd (11 units) | Value Proposition | 03/20/2015 | 12,694.00 | 6,347.00 |
| A.G. Parr PLC | A.G. Parr PLC (14 units) | Value Proposition | 03/17/2015 | 16,156.00 | 8,078.00 |
| XY&Z Funding Inc | XY&Z Funding Inc (21 units) | Prospecting | 03/10/2015 | 24,234.00 | 2,423.40 |

**Total $1,295,480.50**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| A.D. Importing Company Inc (23 units) | Prospecting | 03/08/2015 | 26,542.00 | 2,654.20 |
| Draft Diversified Energy Inc (26 units) | Qualification | 03/05/2015 | 30,004.00 | 3,000.40 |

|  |  |  |  |  |
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| **TJ McLoughlin** | | | | |
| Acme | Acme - 200 Widgets | Prospecting 07/23/2016 | 20,000.00 | 2,000.00 |
| salesforce.com | salesforce.com - 2,000 Widgets | Value Proposition 05/22/2016 | 20,000.00 | 10,000.00 |
| Acme | Acme - 600 Widgets | Needs Analysis 05/20/2016 | 70,000.00 | 14,000.00 |
| Global Media | Global Media - 400 Widgets | Id. Decision Makers 04/22/2016 | 40,000.00 | 24,000.00 |
| Acme | Acme - 1,200 Widgets | Value Proposition 03/24/2016 | 140,000.00 | 70,000.00 |
| salesforce.com | salesforce.com - 1,000 Widgets | Negotiation/Review 03/24/2016 | 100,000.00 | 90,000.00 |
| Global Media | salesforce.com - 5000 Widgets | Closed Won 02/20/2016 | 500,000.00 | 500,000.00 |
| Global Media | salesforce.com - 500 Widgets | Closed Won 02/20/2016 | 50,000.00 | 50,000.00 |

**Total $760,000.00**

SUMMARY

|  |  |  |
| --- | --- | --- |
| **Name** | **Original Amount** | **Expected Revenue** |
| Deni Peters | 10.00 | 1.00 |
| Paul Burt | 8,715.00 | 8,715.00 |
| Steve Shillinglaw | 7,048,441.00 | 1,295,480.50 |
| TJ McLoughlin | 940,000.00 | 760,000.00 |
|  | TOTAL $7,997,166.00 | $2,064,196.50 |