









LEAD CATEGORIES

new	New lead Call and Email ASAP	nurt	Contacted Ready in 3 to 6 months	close	Closed Transaction
qual	Not Connected Need to qualify	watch	Contacted Long-term prospect	arch	Inactive Prospect
hot	Ready & Committed Prospect	pend	Pending Transaction	trash	Bogus info or No Potential Value





PHONE STATUS

 5	Talking to prospect I have had a phone conversation with this lead	 0	No call attempts I haven't tried to call this lead yet. I need to call this lead.
 1	Attempted to call, no answer I have called but haven't had success yet. I should try again.	 2	Opted out or wrong number Don't try to call this lead






EMAIL STATUS

 5	Received email, 2-way emailing I have had an email conversation with this lead	 0	No emails sent, unknown email status I haven't tried to email this lead yet. I need to email this lead.
 1	Attempted email, no reply I have sent an email(s) but haven't had success yet. I should try again.	 2	Opted out or invalid email Don't try to email this lead

TEXTING STATUS

 5	Received text, 2-way texting I have had a text conversation with this lead	 0	No texts sent I haven't tried to text this lead yet. I need to text this lead.
 1	Text sent to prospect, no response I have texted this lead, but haven't had success yet. I should try again.	 2	Opted out or wrong number Don't try to text this lead

LAST VISIT

-  On site now
-  On site 14 - 90 days ago
-  On site today
-  On site 90+ days ago or never
-  On site 1 - 14 days ago

SMART-DRIP PLAN STATUS

-  None
-  Running
-  Completed
-  Terminated
-  Paused