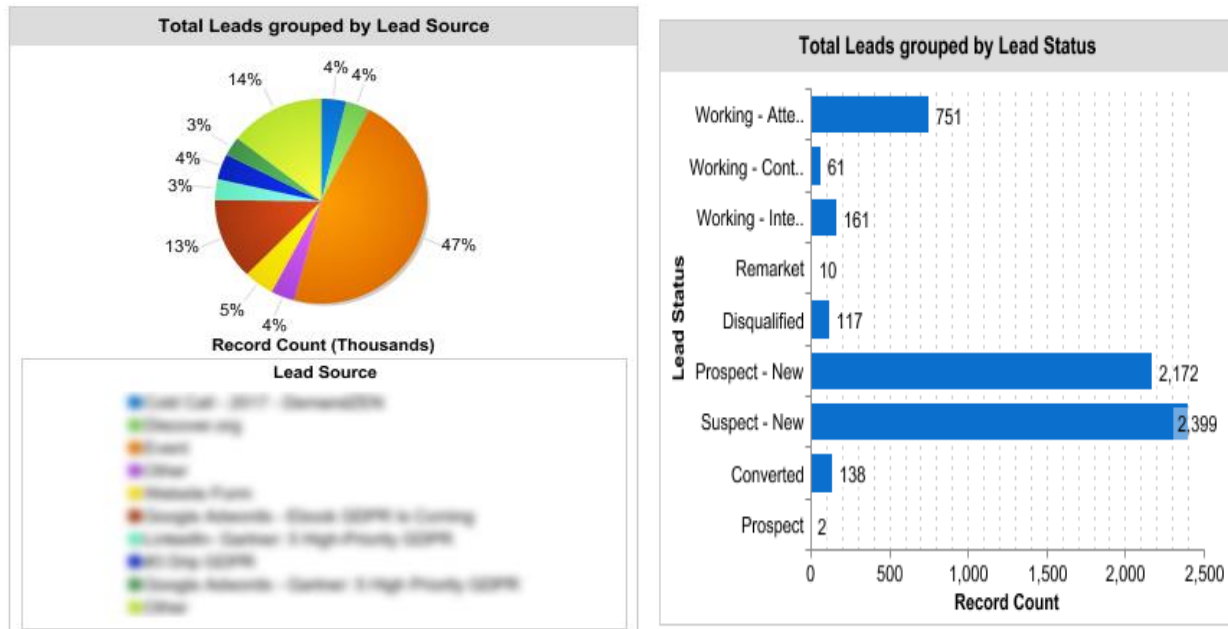


Leads

Total Leads	
Create Date	Record Count
CY2017	5,811

“Section: Total Leads”

This Section shows the number of leads created in Current Calendar Year.

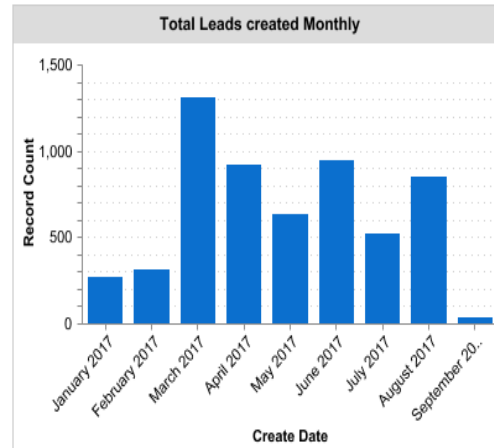
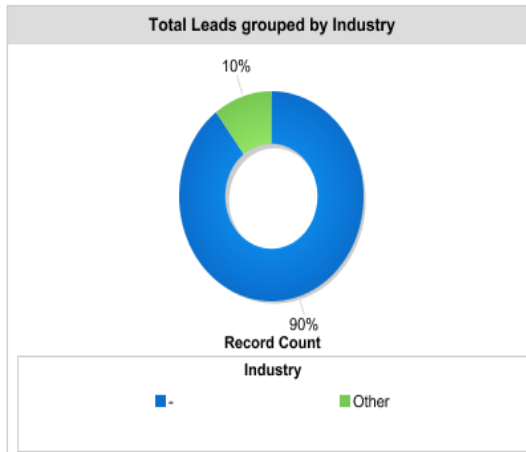


“Section: Total Leads grouped by lead Source”

This Section shows the leads grouped by lead source for the current calendar year.

“Section: Total Leads grouped by lead Status”

This Section shows the leads grouped by lead Status for the current Calendar year.

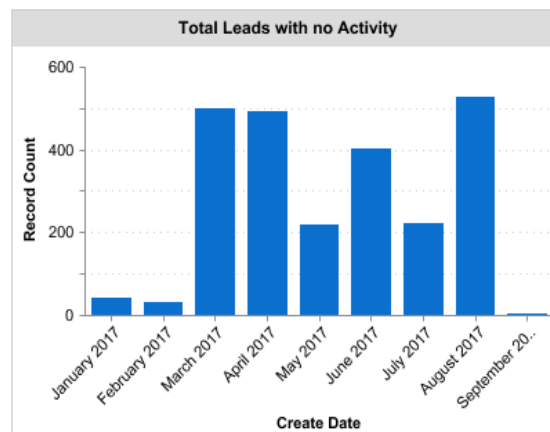


“Section: Total Leads grouped by lead Industry”

This Section shows the leads grouped by Industry for the current Calendar year.

“Section: Total Leads Created monthly”

This Section shows the total number of created leads grouped by monthly for the current Calendar year.



“Section: Total Leads with no Activity”

This Section shows the total number of leads without Activity in Current Calendar year.