

STATUS:	LEAD #:	CONTACT ID:	CALL PRIORITY:	SIC CODE:	RECORD PRIORITY:
Appointment Scheduled	11		A	2599	Target

PROSPECT OVERVIEW:							
COMPANY:	ABC Company			INDUSTRY:	Manufacturing		
ADDRESS 1:	300 1 st Street			ADDRESS 2:			
CITY:	Anywhere	STATE:	MN	ZIP:	33487	COUNTY:	XYZ county
PHONE 1:	(800) 555-7789			PHONE 1 TYPE:	Primary / Direct Line		
PHONE 2:	(800) 555-7090			PHONE 2 TYPE:	Secondary		
CONTACT 1:	Bob Smith			CONTACT 1 TITLE:	VP of Operations		
CONTACT 1 EXT.:	102			CONTACT 1 EMAIL:	bsmith@abccompany.com		
ALT CONTACT:	Ed Jones			ALT CONTACT TITLE:	Dir HR		
ALT CONTACT EXT.:	101			ALT CONTACT EMAIL:	ejones@abccompany.com		
WEBSITE:	www.abc.com			LINKEDIN:	/company/abccompany		
OTHER:	none			TIME ZONE:	Central		

STAFF SIZE:	CONFIRMED STAFF:	CONTRACT RENEWAL	AVAILABILITY
300	Yes	N/A	Early Morning
LIST:	CUSTOM (1) (hiring type):	CUSTOM (2):	CUSTOM (3):
1 – Core Counties, mfg – March	Outsourced Hiring		

RECORD OF ACTION:
<p>CALL 1: I reached Bob and was able to briefly introduce myself and the company. Bob informed me that they have used staffing agencies but stopped because he's had issues finding quality employees. Not ready to meet now, asked for an email and follow up in a couple weeks.</p> <p>CALL 2 I used ext 102 to reach Bob. Cathy answered. She transferred me to Bob, who answered and did recall our last talk my/our company name. We got into a hearty conversation which ended up running 15 minutes. Ended up setting an IN PERSON Appt for John to come by and talk further details about what we can do for them.</p> <p>Bob said that he looks for on-site project day labor often. They have several recruiting companies that they work with but wouldn't mind limiting it to one or two. They're a pretty large outfit, they have 350 employees in their division, but are associated with a corporate which has over 3,000 people over the entire US. They do custom cabinetry and millwork. They need lumpers, loaders, drivers and other staff sometimes management direct hires, and he's had some frustration with the people other "sources" have been sending him.</p> <p>He said his day laborers sometimes send people over "drunk". They've had to switch to full time people and it's been more expensive for them and he said he's just looking for a happy middle ground. Told him we should take the next step to build trust and meet in person and he was willing to do that.</p> <p>He remains skeptical about agencies like ours as he said he has done this work for 25+ years and it's always been hard to hire folks, but now "it's impossible" so he "doesn't know how companies like you who do this all the time really make it workr." He really liked what I had to say and the enthusiasm of the presentation and is willing to give us a shot by meeting in person and talking a bit further as to whether we can hold up to what we're advertising and what our exact rates and terms are.</p> <p>Confirmed address (had to update to site where his office is located) and other basic contact details on the way out.</p>

POST CALL NOTES:
<p>APPOINTMENT DATE: 7/28 TIME: 9:00am Eastern</p> <p>APPOINTMENT STATUS: CONFIRMED LAST ACTION: Outlook Invite Sent and Accepted</p> <p>IN PERSON APPOINTMENT: <input checked="" type="checkbox"/> PHONE APPOINTMENT: <input type="checkbox"/></p> <p>LOCATION: Address Listed PHONE:</p> <p>INSTRUCTIONS: Go to front desk and ask for Bob INSTRUCTIONS:</p>