"THE NOTABLE NETWORKER'S REFERRAL TRACKING SYSTEM"

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DATE	LEAD'S NAME	REFERRED BY	CONTACTED LEAD ON (Date)	INTEREST *HOT *WARM *TEPID *COLD	MET LEAD ON (Date)	FOLLOW-UP MEETING(s) ON	STATUS *CLOSED *MIGHT CLOSE *NO CLOSE	APPROX VALUE (If closed)	SPINOFFS *YES (how many) *NO