

#	Status	Firm	Contact	Sponsor	Latency	Last Contact	Last Contact Description	Intro Date	Full History	Description	Sent Financials
1)	Warm	Venture Firm	Contact Name Here				Meet with a partner		21-Mar-08 Met with associate 4-Apr-08 Scheduled call with associate and partner 5-Apr-08 Sent thank you email and asked for next steps 6-Apr-08 In-person meeting setup at Palo Alto Offices 23-Apr-08 Good meeting; setting up diligence meeting and sending extra financials 24-Apr-08 Sent email about wanting financial follow-up 30-Apr-08 Sent additional Powerpoint containing customers and financial information 1-May-08 Review call on the data sent 5-May-08 Partner vote 8-May-08 Term Sheet		y/n
2)	Lukewarm	Venture Firm	Contact Name Here	Me			Sent Financials				

You will have a list of 10-15 VCs

3) Considering Venture Firm

Status Codes:

Hot

New

Lukewarm

Waiting

Stale

Passed