

Name	Phone	Descriptive Word	Where do they live?	Last Time You SW	How you know them
Joe Sample	(555) 442-1212	Sharp	Ft. Smith Arkansas	1 Week ago	Showed them house 2 years ago
Julie Test	(555) 652-4948	Very Nice	Springfield Texas	Over 20 Years	High School Friend
Tom Jones	(555) 499-9878	Ambitious	Jackson Colorado	4 Years ago	Worked with at Walmart in Colorado
Suzie Smith	(555) 725-5587	Smart	Not Sure	10 Years ago	Ex girlfriend