

| | Completed Activity | | Action: HOST | | With Client | | Stopped and need restarting | | l | | | | | |
|---------------------------|--------------------|-------------------|----------------|------------|-------------|----------------------|-----------------------------|-----------------|------------------|------------------|------------|-------------|-----------|-------------|
| Existing Clients | Relationship | Development | Approach | Proposal | Financials | Contract negotiation | Logistics | Implementaion 1 | Implementation 2 | Implementation 3 | Evaluation | Preparation | Value (K) | Likeli-hood |
| Brand Strategy | | | | | | | | | | | | | | |
| Client Two New project | | | | | | | | | | | | | £10,000 | 50% |
| Client three Next phase | | | | | | | | | | | | | £0 | 0 |
| New Business | | | | | | | | | | | | | | |
| Prospect Name one | | | | | | | | | | | | | £25,000 | 65% |
| Prosect Name Two | | | | | | | | | | | | | £25,000 | 90% |
| Prospect Name three | | | | | | | | | | | | | £25,000 | 90% |
| Prospect Name Four | | | | | | | | | | | | | £10,000 | 75% |
| Example Stage | | | | | | | | | | | | | £150,000 | 50% |
| Example Stage | | | | | | | | | | | | | £50,000 | 65% |
| Example Stage | | | | | | | | | | | | | £75,000 | 65% |
| Example Stage | | 16th Aug - TBC | | | | | | | | | | | £5,000 | 30 |
| Example Stage | 4th | Aug - Catch up T | ВС | | | | | | | | | | £2,000 | 30 |
| Example Stage | | | 16th Aug - TBC | } | | | | | | | | | £75 | 50 |
| Example Stage | | | | | | | | | | | | | £100 | 10 |
| Example Stage | (| Contact - 18th Au | 9 | | | | | | | | | | £0 | 75 |
| Example Stage | | | | 17/03/2010 | | | | | | | | | £35 | 45 |
| Example Stage | | | | | | | | | | | | | £25 | 35 |

