Full Name	⊙ Status	⊙ Lead Type	Lead Source	Date Added	Last Contact	Next Follow-Up Date	Follow-Up Frequency	Notes	Pre-Approved?	Desired Area	Price Range	Potential Commissio n (\$)	Contact Info (Phone/Email)
Example 1	New Lead	Buyer	Zillow	2025-08-15	2025-08-17	2025-08-24	Weekly	Met at open house. Looking for 3bd/2ba for their growing family. Sent market report.	Yes	Castle Rock, The Meadows	\$750k - \$850k	\$22,500	(555) 123-4567
Example 2	Appointment Set	Seller	Referral	2025-08-10	2025-08-16	2025-08-19	Daily	Referred by Jane Smith. Listing presentation scheduled for Tues at 6 PM. Sent pre-listing package.	N/A	N/A	~\$950k	\$28,500	john.doe@email.com
Example 3	New Lead	Buyer	Website	2025-08-17		2025-08-17	Daily	Filled out "Contact Us" form on my site. Needs first contact call today.	No	Denver Metro	\$500k	\$15,000	(555) 987-6543
Example 4	Under Contract	Buyer/Seller	Past Client	2025-06-03	2025-08-15	2025-08-22	Weekly	Helping them sell their condo and buy a new home. Inspection is next Friday.	Yes	Highlands Ranch	\$650k	\$39,000	sally.jones@email.com
[Enter Name]		[Select Type]	[Select Source]										