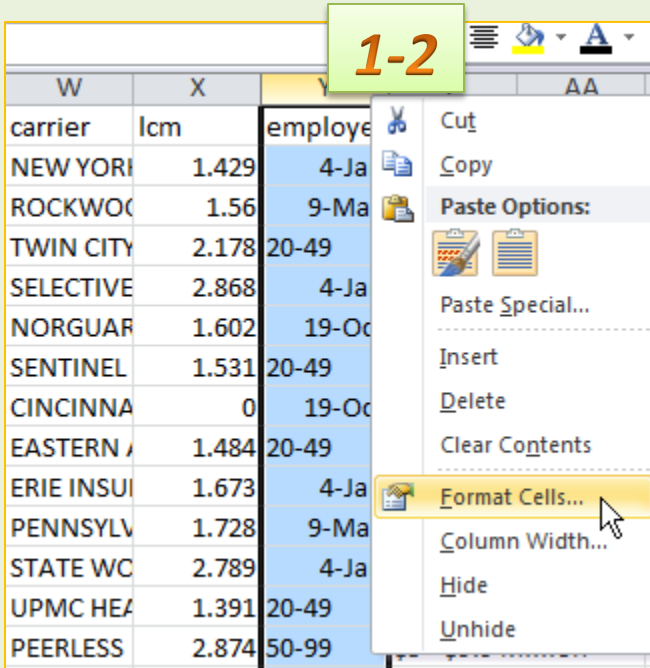


Export Pkg Addendum

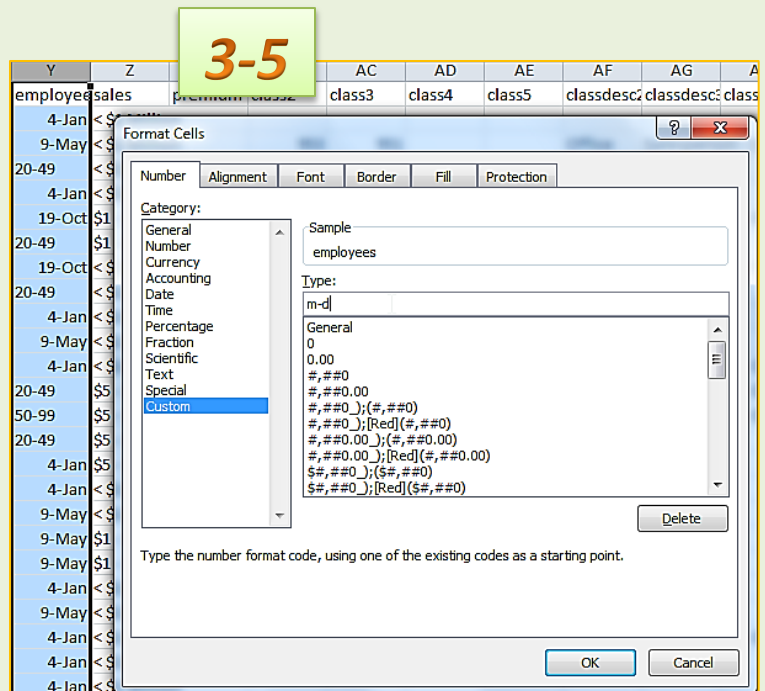
- Depending on how you're using the exported information, some organization and/or formatting may be required. Below are some tips you may find useful.

Formatting # of Employees Field

- Excel interprets this value as a date by default (e.g. 1-4 = 4-Jan). Follow these steps to correct:



- 1) Highlight the entire column (employees)
- 2) Right-click and choose 'Format Cells'
- 3) Click on the 'Custom' category
- 4) In the 'type' field type - m-d
- 5) Click 'OK' to apply

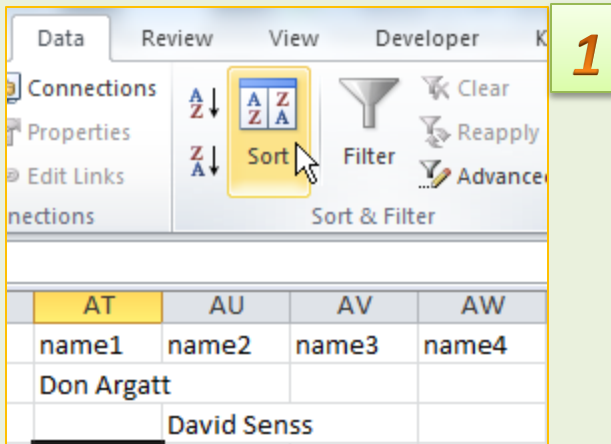


Results:

Y	Z	AA
employees	sales	premium
1-4	<	\$1 Million
5-9	<	\$1 Million
20-49	<	\$1 Million
1-4	<	\$1 Million
10-19	\$1 -	\$4.9 Million
20-49	\$1 -	\$4.9 Million
10-19	<	\$1 Million
20-49	<	\$1 Million

Combining Contact Columns

- Follow these steps to combine contact fields into 1 column:



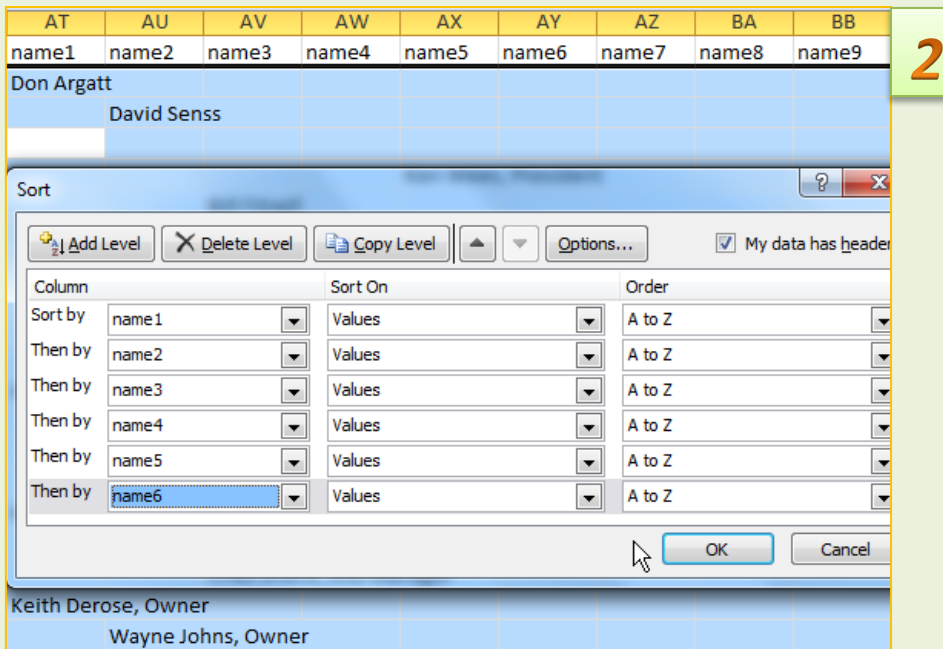
1

AT	AU	AV	AW
name1	name2	name3	name4
Don Argatt			
David Senss			

1) Click the 'Data' tab in Excel in choose 'Sort'

2) Do a multi-level sort for the contact field you want combined into a single column (e.g. name1, name2, name3, etc)

3) Scroll your list and cut/paste info into single column

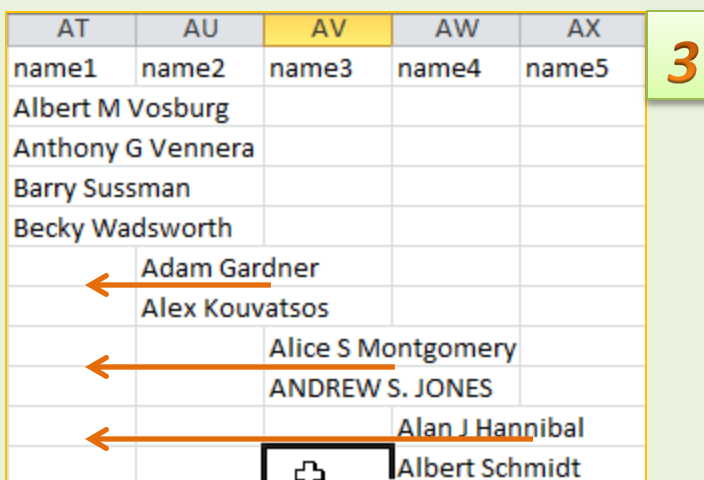


2

AT	AU	AV	AW	AX	AY	AZ	BA	BB
name1	name2	name3	name4	name5	name6	name7	name8	name9
Don Argatt								
David Senss								

Sort dialog box configuration:

Column	Sort On	Order
Sort by name1	Values	A to Z
Then by name2	Values	A to Z
Then by name3	Values	A to Z
Then by name4	Values	A to Z
Then by name5	Values	A to Z
Then by name6	Values	A to Z



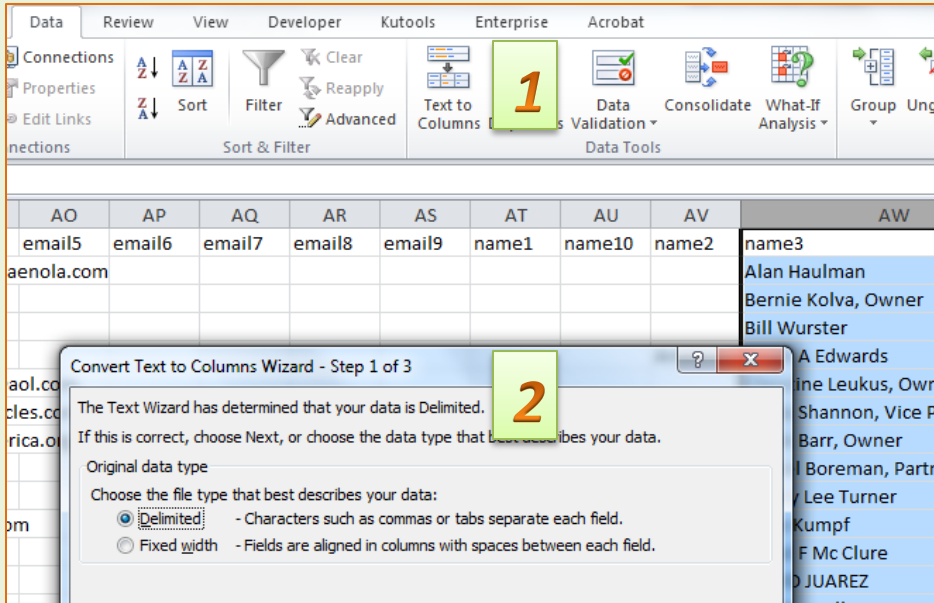
3

AT	AU	AV	AW	AX
name1	name2	name3	name4	name5
Albert M Vosburg				
Anthony G Vennera				
Barry Sussman				
Becky Wadsworth				
← Adam Gardner				
← Alex Kouvatso				
← Alice S Montgomery				
← ANDREW S. JONES				
← Alan J Hannibal				
← Albert Schmidt				

Repeat for any Contact fields you want combined

Removing Title from Contact Name

- Sometimes the title is included in the field for the contact's name. Do the following to remove this:

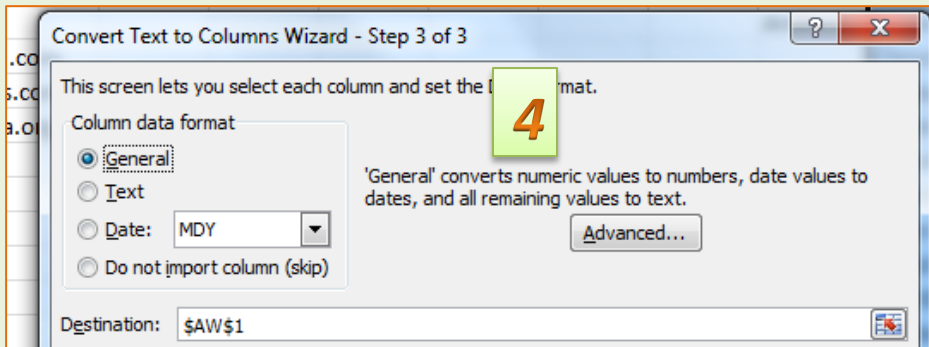
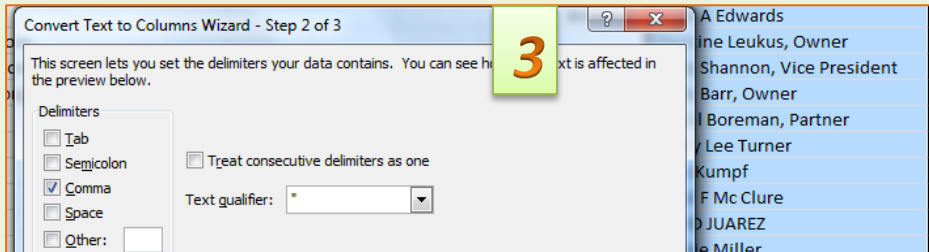


1) Click the 'Data' tab in Excel in choose 'Text to Columns'

2) Select 'Delimited' and click 'Next'

3) Select 'Comma' as the Delimiter and click 'Next'

4) Make sure 'General' or 'Text' is selected and click 'Finish'



AW	AX
name3	
Alan Haulman	
Bernie Kolva	Owner
Bill Wurster	
Bruce A Edwards	
Christine Leukus	Owner
Cinda Shannon	Vice President
Clyde Barr	Owner
Daniel Boreman	Partner