INDIVIDUAL CONTACT RECORD

Name: _____ Title: _____

Company: _____ Secretary: _____

Address: _____ Phone(s): _____

_____ _____

*Contact Type Codes: "P" (Phone), "L" (Letter), "F" (Face-to-Face)

Date	Contact Type*	Interaction and Follow-Up Activity: Purpose, Highlights, Referrals, Action Required

Bridge's Name/Comments:

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