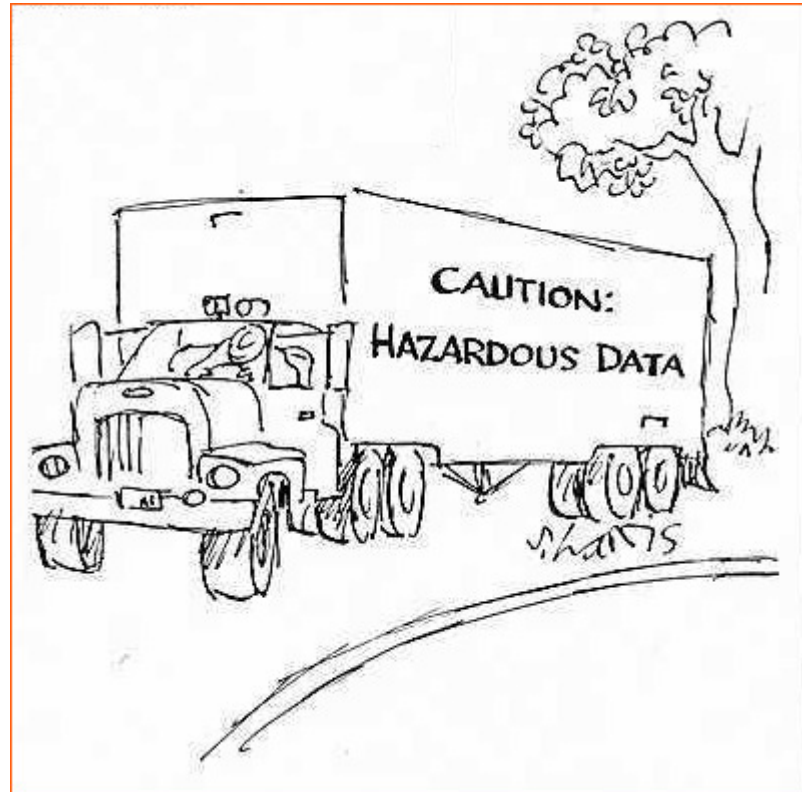


A Brief Word of Warning



will.scarbrough@gmail.com
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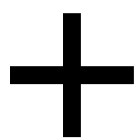
Report Options:

Summarize information by: View:

Time Frame

Columns: Duration:

Start Date: End Date:



| | A | B | C | D |
|----|-----------------|-------------------|------------------|-------------------------------|
| 1 | Lead ID | First Name | Last Name | |
| 2 | 00Q4000000Gj2oL | Betty | Bair | =VLOOKUP(A2,ListName,2,FALSE) |
| 3 | 00Q4000000Gj2oK | Sandra | Eberhard | |
| 4 | 00Q4000000Gj2oJ | Eugena | Luce | |
| 5 | 00Q4000000Gj2oI | Bill | Dadio Jr | |
| 6 | 00Q4000000Gj2oH | Jack | Rogers | |
| 7 | 00Q4000000Gj2oG | Carolyn | Crenshaw | |
| 8 | 00Q4000000Gj2oF | David | Monaco | |
| 9 | 00Q4000000Gj2oE | Kristen | Akin | |
| 10 | 00Q4000000Gj2oD | Andy | Young | |
| 11 | 00Q4000000Gj2oC | Pat | Stumuller | |

will.scarbrough@gmail.com
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=

B3 fx =VLOOKUP(A3,LeadsList,2,FALSE)

| | A | B | C | D | E | F |
|---|------------------------|---------------------|---|-----------------|-------------------|------------------|
| 1 | 15 Character ID | Vlookup Name | | Lead ID | First Name | Last Name |
| 2 | 00Q4000000Gj2oK | Sandra | | 00Q4000000Gj2oL | Betty | Bair |
| 3 | 00Q4000000Gj2OL | Betty | | 00Q4000000Gj2oK | Sandra | Eberhard |
| 4 | 00Q4000000Gj2oL | Betty | | | | |



“SForce connector for Excel” (OK – uses the API)



“Salesforce.com Office Edition Excel Add-in” (downloads reports – same problem)

will.scarbrough@gmail.com
Technology for Social Entrepreneurship

| | A | B | C |
|---|------------------------|---------------------|------------------------|
| 1 | 15 Character ID | Vlookup Name | 18 Character ID |
| 2 | 00Q4000000Gj2oK | Sandra | 00Q4000000Gj2oKEAR |
| 3 | 00Q4000000Gj2OL | #N/A | 00Q4000000Gj2OLEAZ |
| 4 | 00Q4000000Gj2oL | Betty | 00Q4000000Gj2oLEAR |

| E | F | G | H |
|-----------------|------------------------|-------------------|------------------|
| Lead ID | 18 Character ID | First Name | Last Name |
| 00Q4000000Gj2oL | 00Q4000000Gj2oLEAR | Betty | Bair |
| 00Q4000000Gj2oK | 00Q4000000Gj2oKEAR | Sandra | Eberhard |