YASHOTKARSH WORK REPORT

DATE : 11/02/2026 WEDNESDAY

1. Prepare documentation

2. Spring Boot project was created using Java 17 with required dependencies (Web, JPA, Security, MySQL, Lombok). The application was successfully connected to a MySQL database named `agency_crm`.
3. A proper backend structure was created with organized packages such as entity, repository, service, controller, security, config, dto, and exception.
4. Core database entities were implemented: User, Lead, Client, and Plan, including relationships like employee hierarchy and lead assignment.
5. Enums were defined for Role (ADMIN, MANAGER, TEAM_LEAD, EMPLOYEE) and LeadStatus (NEW, CONTACTED, INTERESTED, CONVERTED, LOST) to manage system roles and lead lifecycle.
6. JPA repositories were created for all entities, and all tables (users, leads, clients, plans) were successfully generated and verified in MySQL.