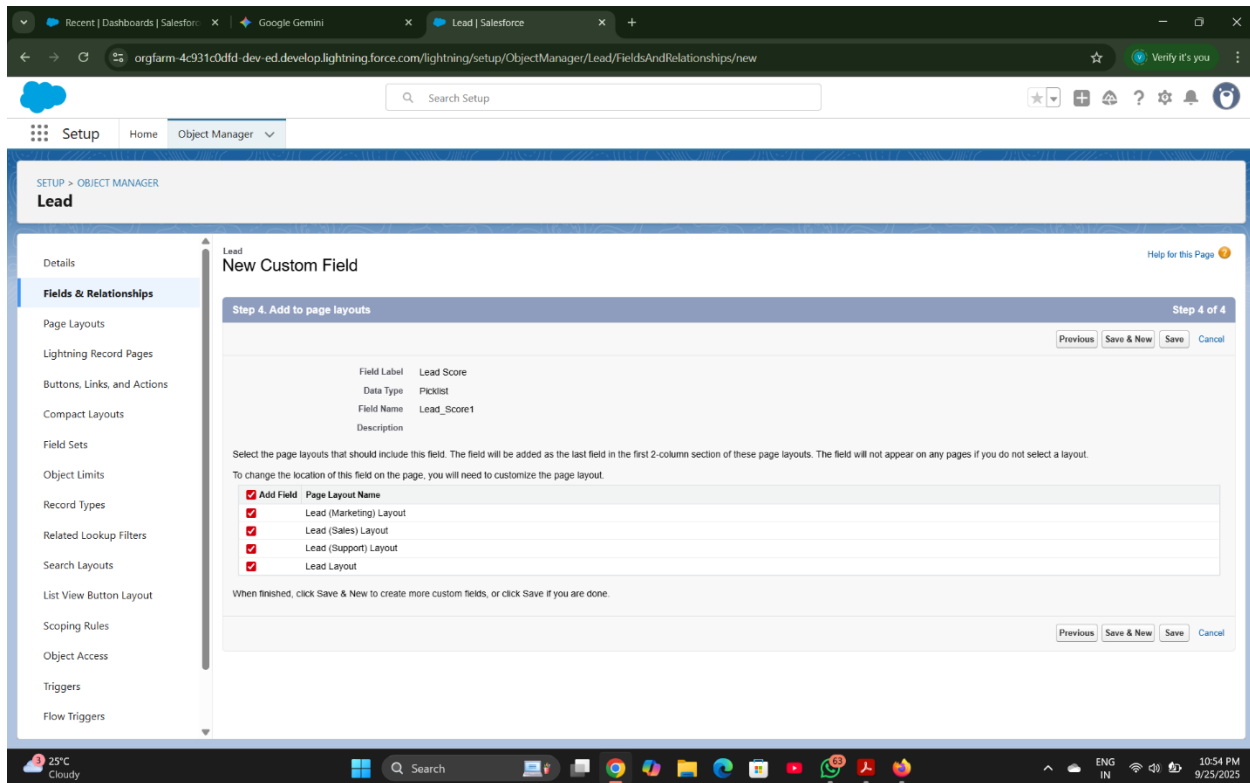## Phase 3:

Our first task is to customize a standard object by adding a new field that will allow sales reps to qualify their leads.

Adjusting the **Page Layouts**. A good page layout helps users see the most important information without having to scroll or search.