

CONDITIONS		DOCUMENTS	
A	A2	1	
B	B2	2	
C	C2	3	
D	D2	4	
E	E2	5	
F	F2	6	
G	G2	7	
H	H2	8	
I	I2	9	
J	J2	10	
K	K2	11	
L	L2	12	
M	M2	13	
N	N2	14	
O	O2	15	
P	P2	16	
Q	Q2	17	
R	R2	18	
S	S2	19	
T	T2	20	
U	U2		
V	V2		
W	W2		
X	X2		
Y	Y2		
Z	Z2		
CAMPAIGN TAGS		OVERTIME	
		1-10	1-10
		11-20	11-20
		21-30	21-30
		31-40	31-40
		DEMERITS	
		1-10	1-10
		11-20	11-20
		21-30	21-30
		31-40	31-40
		CULTURE	
		1-10	1-10
		11-20	11-20
		21-30	21-30
		31-40	31-40
		?	
		1-10	1-10
		11-20	11-20
		21-30	21-30
		31-40	31-40

INSTRUCTIONS

Mark one overtime checkbox any time you look up a lead that does not exist in the case storybook.

LEAD NOTES

[illegible]

LEAD NOTES

[illegible]

LEAD NOTES

[illegible]