

Columns	Description
id	Unique followup identifier
followup_date	Timestamp when the followup happened
lead_created_at	Lead creation timestamp on the CRM
leadId	Unique id of the lead with whom followup happened
followup_type	Type of followup - Call/ Email/ Text
agentId	Agent who followed up with the lead
additional_data	Additional data associated with the followup - duration - Time for which call lasted in seconds isIncoming - False means agent made the Call/ Email/ Text