

# Data extraction from Aflac Leads

## 1. Load search you want and scroll to the second page

Browser address bar: aflaccareerclm.crm.dynamics.com/main.aspx?appid=0f3e20ec-a703-4235-9093-2746e230df16...

Navigation: Dynamics 365 | Aflac CCLM

Left Sidebar:

- Activities
- Bulk Emails
- Income Plan
- LIR Report
- Sales
  - Leads
  - Contacts
  - Data Axle Genie P...
- Service
  - Accounts
  - Account Search
  - Open Enrollment ...
- Tools
  - Reports
  - Calendar
- Sales

Main Content: Data Axle Genie Prospector

Filters: Major Industry Group, Number of Employees, State, County, Public / Private Company, Years in Business

Records: 7,493

LIST OPTIONS: Save, Export, More

INSIGHTS LIST DETAILS MAP

		BUSINESS NAME	EXECUTIVE INFO	PHONE	ADDRESS	CITY	PREVIEW
<input type="checkbox"/>	91	Anne Arundel Co-City-Annapolis	Paul Bowling Manager	Not Available	PO Box 6328 Annapolis, MD 21401	Annapolis	Anne Arundel Co-Cit... Annapolis, MD 21401 <a href="#">+ Add Tag</a>
<input type="checkbox"/>	92	Anne Arundel County Bd Educatn	Mark Bedell Manager	(410) 222-5000	2644 Riva Rd Annapolis, MD 21401	Annapolis	Find Similar Nearby Businesses More
<input type="checkbox"/>	93	Anne Arundel County Chamber		Not Available	1910 Towne Centre Blvd # 250 Annapolis, MD 21401	Annapolis	Contacts Paul Bowling Manager
<input type="checkbox"/>	94	Anne Arundel County Pubc	Jerold K Nussbaum Manager	Not Available	5 Harry S Truman Pkwy Annapolis, MD 21401	Annapolis	Notes Follow Ups
<input type="checkbox"/>	95	Anne Arundel Diagnostics		(443) 481-5660	2000 Medical Pkwy # 202 Annapolis, MD 21401	Annapolis	
<input type="checkbox"/>	96	Anne Arundel Med Group	Peter Odenwald Vice President	(410) 897-0822	888 Bestgate Rd # 208 Annapolis, MD 21401	Annapolis	
<input type="checkbox"/>	97			(443) 481-5660			

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90 per page

a.

## 2. Right click on the page and select “Inspect”

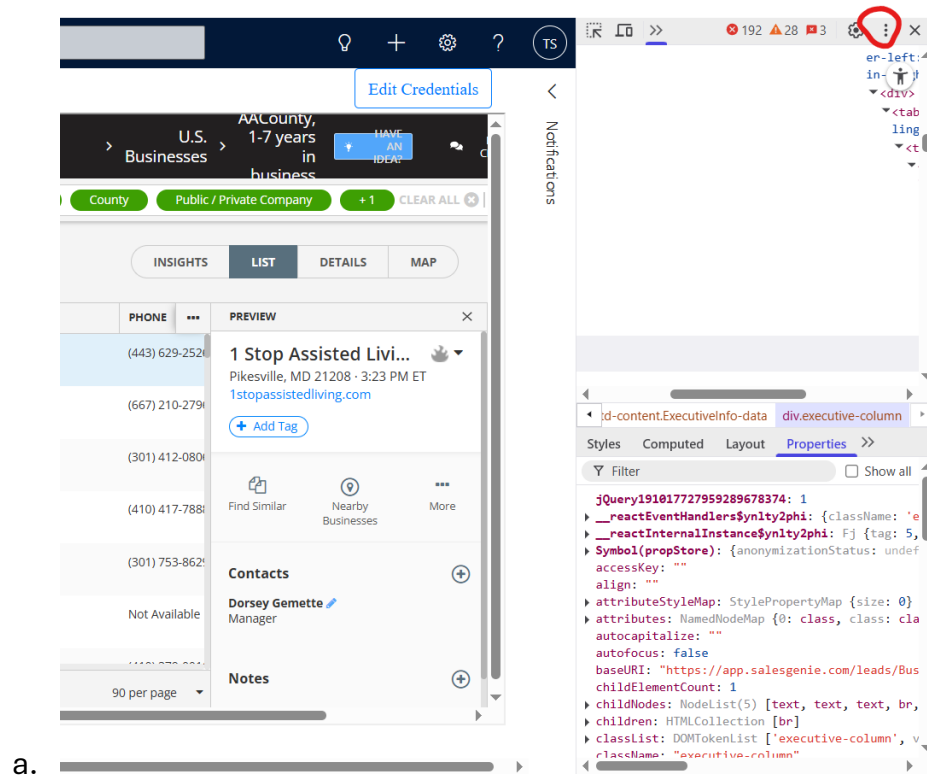
a.

The screenshot shows the Dynamics 365 interface with a right-click context menu open over a data table. The menu includes options like Back, Forward, Reload, Save as..., Print..., Send to your devices, Create QR Code for this page, Translate to English, Bitwarden, Create new bookmark, OneTab, Print Friendly and PDF, SingleFile, WAVE this page, View page source, View frame source, Reload frame, and Inspect. The 'Inspect' option is highlighted with a red box.

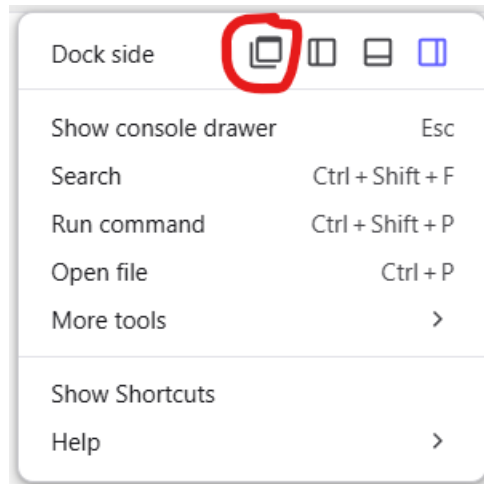
**Table Data:**

		BUSINESS NAME	EXECUTIVE INFO	PHONE	ADDRESS
<input type="checkbox"/>	1	1 Stop Assisted Living 3 LLC	Dorsey Gemette Manager	(443) 629-2526	1829 Reisterstown Rd # 350 Pikesville, MD 21208
<input type="checkbox"/>	2	1000 Degrees Pizza-Baltimore	Shaun Reese Manager	(667) 210-2796	1831 Ashland Ave Baltimore, MD 21205
<input type="checkbox"/>	3	100blackmen-Princegeorge's Cty	Kent Alford Executive VP	(301) 412-0806	9103 Woodmore Center Dr Lanham Seabrook, MD 20706
<input type="checkbox"/>	4	1313 West Luxury Btq Hotel		(410) 417-7888	1313 West St Annapolis, MD 21401
<input type="checkbox"/>	5	15 Maryland Injury Guys	Aaron Blank Other	(301) 753-8629	5730-A Silver Hill Rd District Heights, MD 20747
<input type="checkbox"/>	6	1936 Seminary LLC		Not Available	7925 Parston Dr Forestville, MD 20747

### 3. Click on the 3 dot hamburger menu



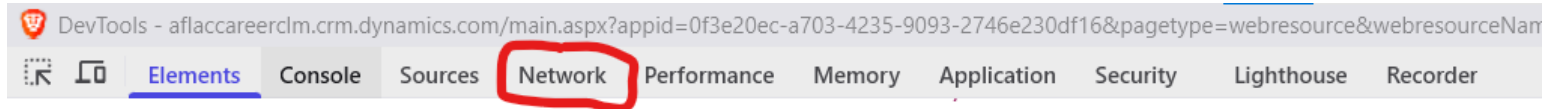
4. Where it says “Dock side” select “Undock into separate window”



a.

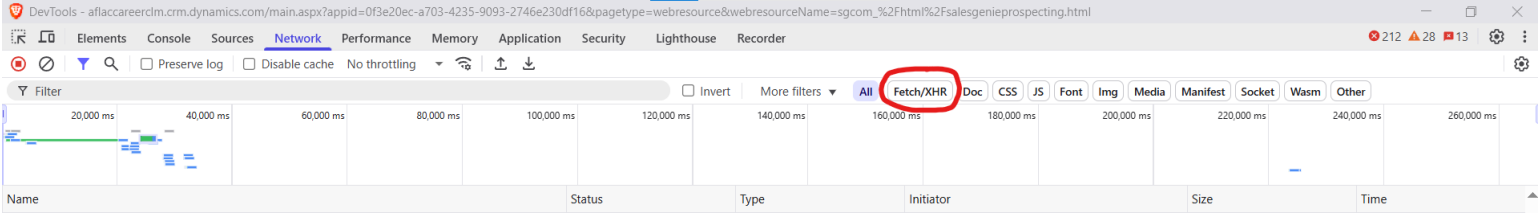
5. On the top menu select “Network”

a.



## 6. Next, select “Fetch/XHR”

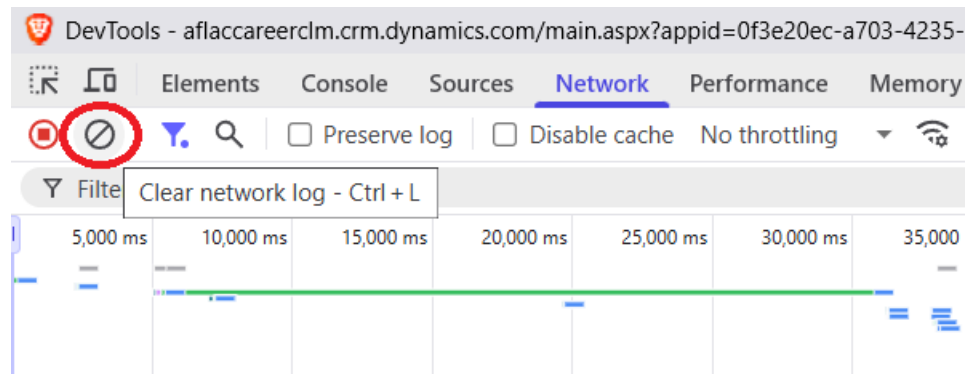
a.



The screenshot shows the Chrome DevTools Network tab. The browser address bar displays the URL: `DevTools - aflaccareerclm.crm.dynamics.com/main.aspx?appid=0f3e20ec-a703-4235-9093-2746e230df16&pagetype=webresource&webresourceName=sgcom_%2Fhtml%2Fsalesgenieprospecting.html`. The Network tab is active, showing a list of network requests. The filter bar at the top of the Network tab has the 'Fetch/XHR' filter selected, which is circled in red. Below the filter bar, a table of network requests is visible with columns: Name, Status, Type, Initiator, Size, and Time. The table is currently empty.

Name	Status	Type	Initiator	Size	Time
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## 7. Clear the network log



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## 8. Return to the Leads Results page and click back to Page 1

**a.**

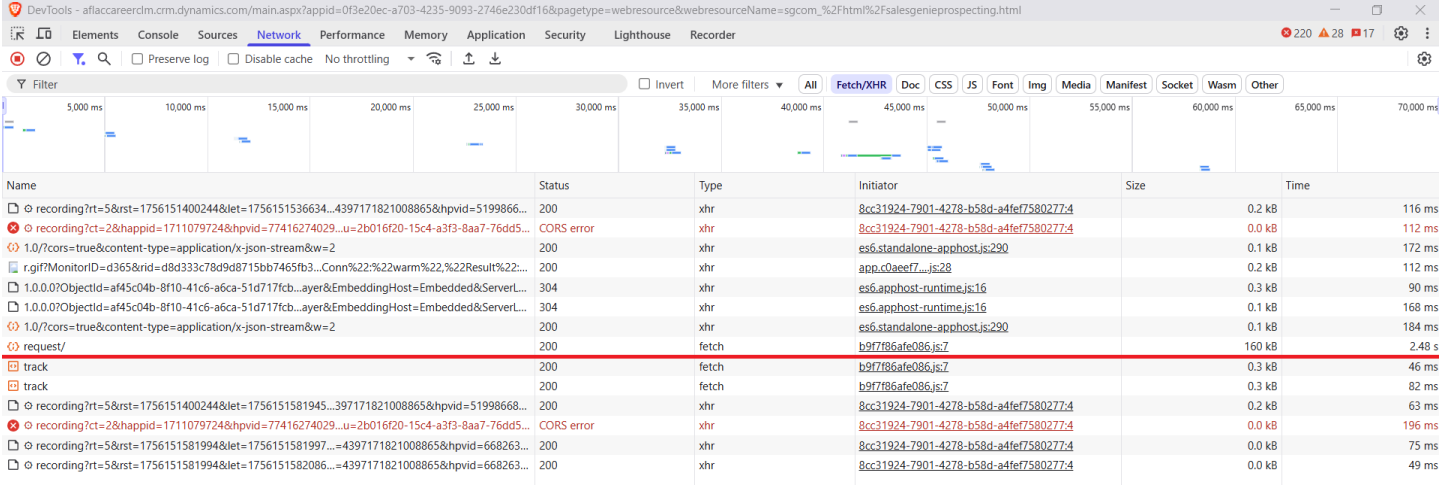
The screenshot shows the Dynamics 365 Sales console. The left sidebar contains the navigation pane with the following sections:

- Activities
- Bulk Emails
- Income Plan
- LIR Report
- Sales
  - Leads
  - Contacts
  - Data Axle Genie P...
- Service
  - Accounts
  - Account Search
  - Open Enrollment ...
- Tools
  - Reports
  - Calendar

The main area displays the 'Data Axle Genie Prospectors' list. The header shows 'data axle · salesgenie' and 'U.S. > AA County, 1-7 years in business'. The filters section includes 'Major Industry Group', 'Number of Employees', 'State', 'County', 'Public / Private Company', and 'Years In Business'. The table has 7,493 records. The columns are: BUSINESS NAME, EXECUTIVE INFO, PHONE, ADDRESS, CITY, and PREVIEW. The first record is 'Anne Arundel Co-City-Annapolis' with executive 'Paul Bowling Manager'. The second record is 'Anne Arundel County Bd Educatn' with executive 'Mark Bedell Manager'. The third record is 'Anne Arundel County Chamber' with executive 'Not Available'. The fourth record is 'Anne Arundel County Pubc' with executive 'Jerold K Nussbaum Manager'. The fifth record is 'Anne Arundel Diagnostics' with executive 'Not Available'. The sixth record is 'Anne Arundel Med Group' with executive 'Peter Odenwald Vice President'. The seventh record is 'Anne Arundel Med Group' with executive 'Peter Odenwald Vice President'. The table is on page 2 of 84. A red circle highlights the 'Previous' button in the pagination controls.



9. Click back to the developer console and find the file titled “request/”.  
The file should be about 160KB and take 1-3 seconds to load



Name	Status	Type	Initiator	Size	Time
recording?rt=5&rst=1756151400244&let=1756151536634...4397171821008865&hpid=5199866...	200	xhr	8cc31924-7901-4278-b58d-adfef7580277:4	0.2 kB	116 ms
recording?ct=2&happid=1711079724&hpid=77416274029...u=2b016f20-15c4-a3f3-8aa7-76dd5...	CORS error	xhr	8cc31924-7901-4278-b58d-adfef7580277:4	0.0 kB	112 ms
1.0/?cors=true&content-type=application/x-json-stream&w=2	200	xhr	es6.standalone-apphost.js:290	0.1 kB	172 ms
r.gif?MonitorID=d365&rid=d8d333c78d9d8715bb7465fb3...Conn%22:%22warm%22:%22Result%22...	200	xhr	app.c0aeef7...js:28	0.2 kB	112 ms
1.0.0.0?ObjectId=af45c04b-8f10-41c6-a6ca-51d717fcb...ayer&EmbeddingHost=Embedded&ServerL...	304	xhr	es6.apphost-runtime.js:16	0.3 kB	90 ms
1.0.0.0?ObjectId=af45c04b-8f10-41c6-a6ca-51d717fcb...ayer&EmbeddingHost=Embedded&ServerL...	304	xhr	es6.apphost-runtime.js:16	0.1 kB	168 ms
1.0/?cors=true&content-type=application/x-json-stream&w=2	200	xhr	es6.standalone-apphost.js:290	0.1 kB	184 ms
request/	200	fetch	b9f7f86afe086.js:7	160 kB	2.48 s
track	200	fetch	b9f7f86afe086.js:7	0.3 kB	46 ms
track	200	fetch	b9f7f86afe086.js:7	0.3 kB	82 ms
recording?rt=5&rst=1756151400244&let=1756151581945...397171821008865&hpid=51998668...	200	xhr	8cc31924-7901-4278-b58d-adfef7580277:4	0.2 kB	63 ms
recording?ct=2&happid=1711079724&hpid=77416274029...u=2b016f20-15c4-a3f3-8aa7-76dd5...	CORS error	xhr	8cc31924-7901-4278-b58d-adfef7580277:4	0.0 kB	196 ms
recording?rt=5&rst=1756151581994&let=1756151581997...=4397171821008865&hpid=668263...	200	xhr	8cc31924-7901-4278-b58d-adfef7580277:4	0.0 kB	75 ms
recording?rt=5&rst=1756151581994&let=1756151582086...=4397171821008865&hpid=668263...	200	xhr	8cc31924-7901-4278-b58d-adfef7580277:4	0.0 kB	49 ms

a.

## 10. Click on the file and click on the “Response” tab

The screenshot shows the 'Response' tab selected in the browser's developer tools. The left sidebar lists several files, with 'request/' selected. The main panel displays the response details for a POST request to `https://app.salesgenie.com/api/v2/Business/search/request/`. The status is 200 OK. The 'Response Headers' section is expanded, showing various headers including `Access-Control-Allow-Origin`, `Cache-Control`, `Content-Length`, `Content-Type`, `Date`, `Expires`, and `P3p`.

Request URL	Request Method	Status Code	Remote Address	Referrer Policy
<code>https://app.salesgenie.com/api/v2/Business/search/request/</code>	POST	200 OK	199.125.10.78:443	strict-origin-when-cross-origin

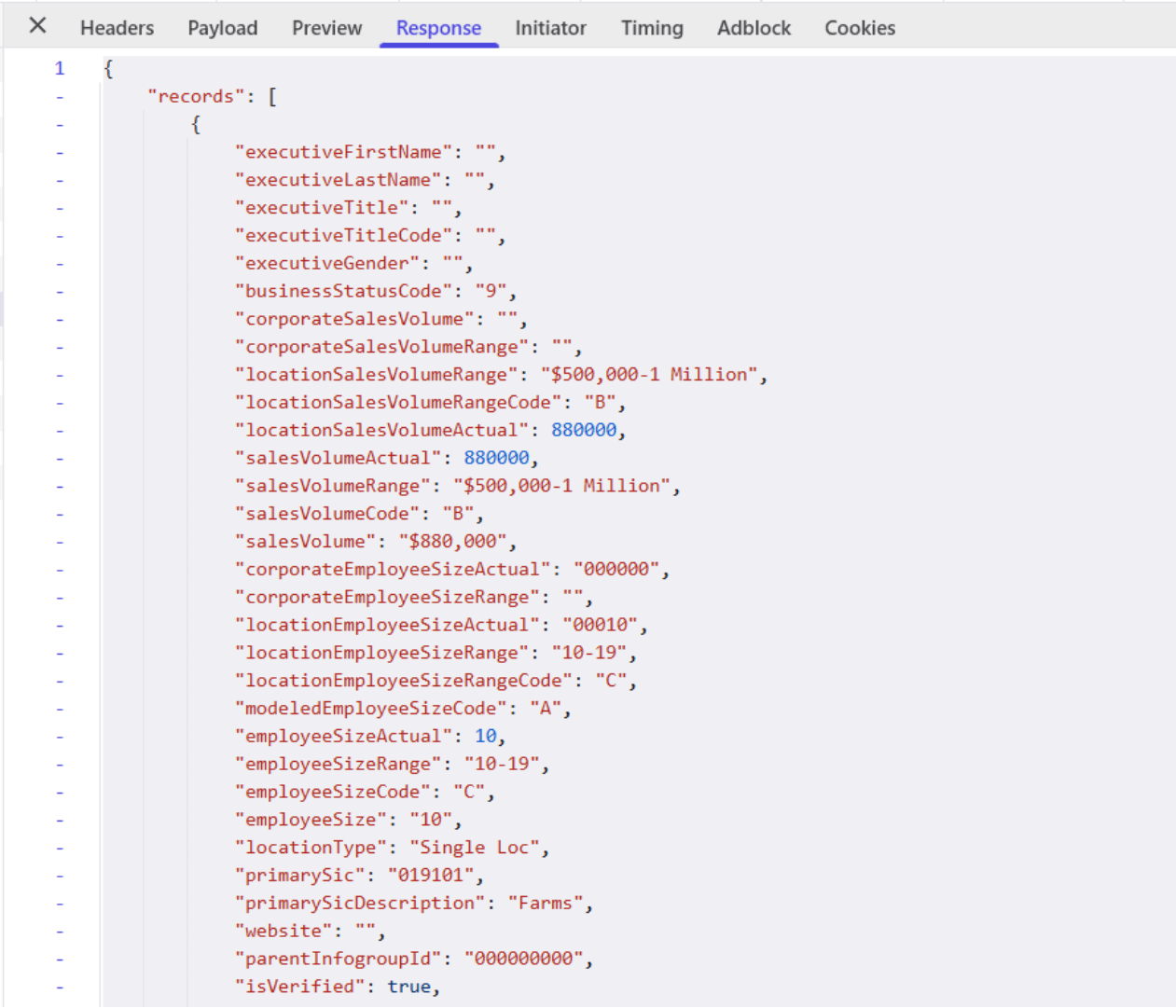
  

Header	Value
Access-Control-Allow-Origin	*
Cache-Control	no-cache,private; no-cache; no-store; max-age=0
Content-Length	160009
Content-Type	application/json; charset=utf-8
Date	Mon, 25 Aug 2025 19:53:00 GMT
Expires	-1
P3p	CP="CAO PSA OUR"

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11. Click into the response data field and do the keyboard shortcut Ctrl+A and then ctrl-C to copy

a.



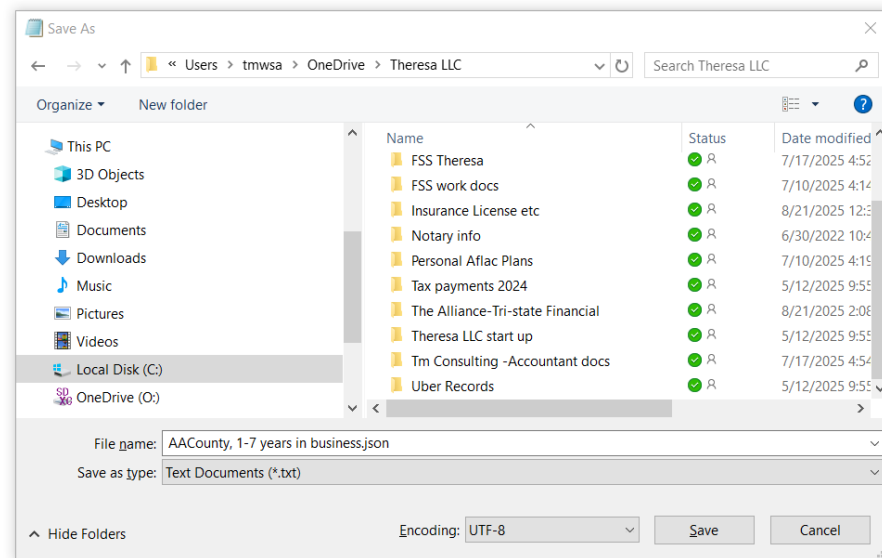
```
1 {
  -   "records": [
  -     {
  -       "executiveFirstName": "",
  -       "executiveLastName": "",
  -       "executiveTitle": "",
  -       "executiveTitleCode": "",
  -       "executiveGender": "",
  -       "businessStatusCode": "9",
  -       "corporateSalesVolume": "",
  -       "corporateSalesVolumeRange": "",
  -       "locationSalesVolumeRange": "$500,000-1 Million",
  -       "locationSalesVolumeRangeCode": "B",
  -       "locationSalesVolumeActual": 880000,
  -       "salesVolumeActual": 880000,
  -       "salesVolumeRange": "$500,000-1 Million",
  -       "salesVolumeCode": "B",
  -       "salesVolume": "$880,000",
  -       "corporateEmployeeSizeActual": "000000",
  -       "corporateEmployeeSizeRange": "",
  -       "locationEmployeeSizeActual": "00010",
  -       "locationEmployeeSizeRange": "10-19",
  -       "locationEmployeeSizeRangeCode": "C",
  -       "modeledEmployeeSizeCode": "A",
  -       "employeeSizeActual": 10,
  -       "employeeSizeRange": "10-19",
  -       "employeeSizeCode": "C",
  -       "employeeSize": "10",
  -       "locationType": "Single Loc",
  -       "primarySic": "019101",
  -       "primarySicDescription": "Farms",
  -       "website": "",
  -       "parentInfogroupId": "000000000",
  -       "isVerified": true,
```

## 12. Open Notepad and paste the data into Notepad. Save the file as a .json file

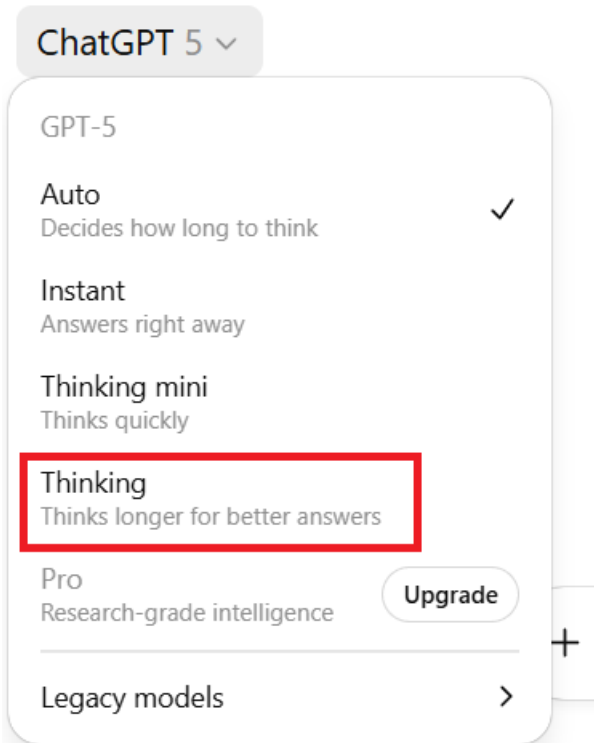
```
*Untitled - Notepad
File Edit Format View Help

"parentInfogroupId": "00000000",
"isVerified": true,
"primarySicFormatted": "8399-98",
"timeZone": "",
"experianBusinessCreditClassDescription": "",
"experianBusinessCreditClass": "",
"experianFinancialStabilityClassDescription": "",
"experianFinancialStabilityClass": "",
"experianIntelliscoreV2ClassDescription": "",
"experianIntelliscoreV2Class": "",
"businessName": "Annapolis-Anne Arundel County",
"latitude": 38.97,
"longitude": -76.52298,
"msa": "Baltimr-Twsn, MD",
"unitNumber": "",
"streetSuffix": "Dr",
"latitudeFromatted": "38.970000",
"longitudeFromatted": "-76.522979",
"infogroupId": 787643408,
"contacts": [
  {
    "mmdbContactId": 844367634,
    "firstName": "Crispin",
    "lastName": "Etherington",
    "gender": "Male",
    "title": "Manager",
    "executiveSourceCode": "36"
  }
],
"address": "1783 Forest Dr Pmb 341",
"phone": "Not Available",
"city": "Annapolis",
"county": "Anne Arundel",
"stateProvince": "MD",
"postalCode": "21401"
}
},
"totalEmailRecordCount": 1321,
"totalDirectMailRecordCount": 5208,
"totalDisplayRecordCount": 957,
"savedSearch": "72cf0ec6-2489-4c24-890b-3e1c7c620cc9",
"totalRecordCount": 7493,
"pageSize": 90
}
```

a. }

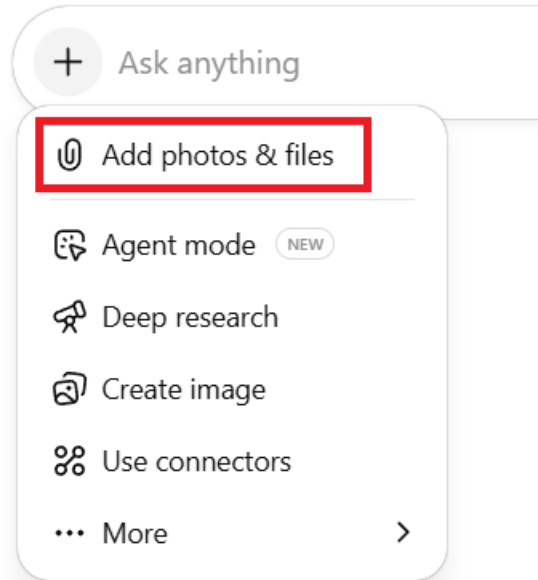


13. Open ChatGPT, start a new chat, and select “Thinking” for the model type



a.

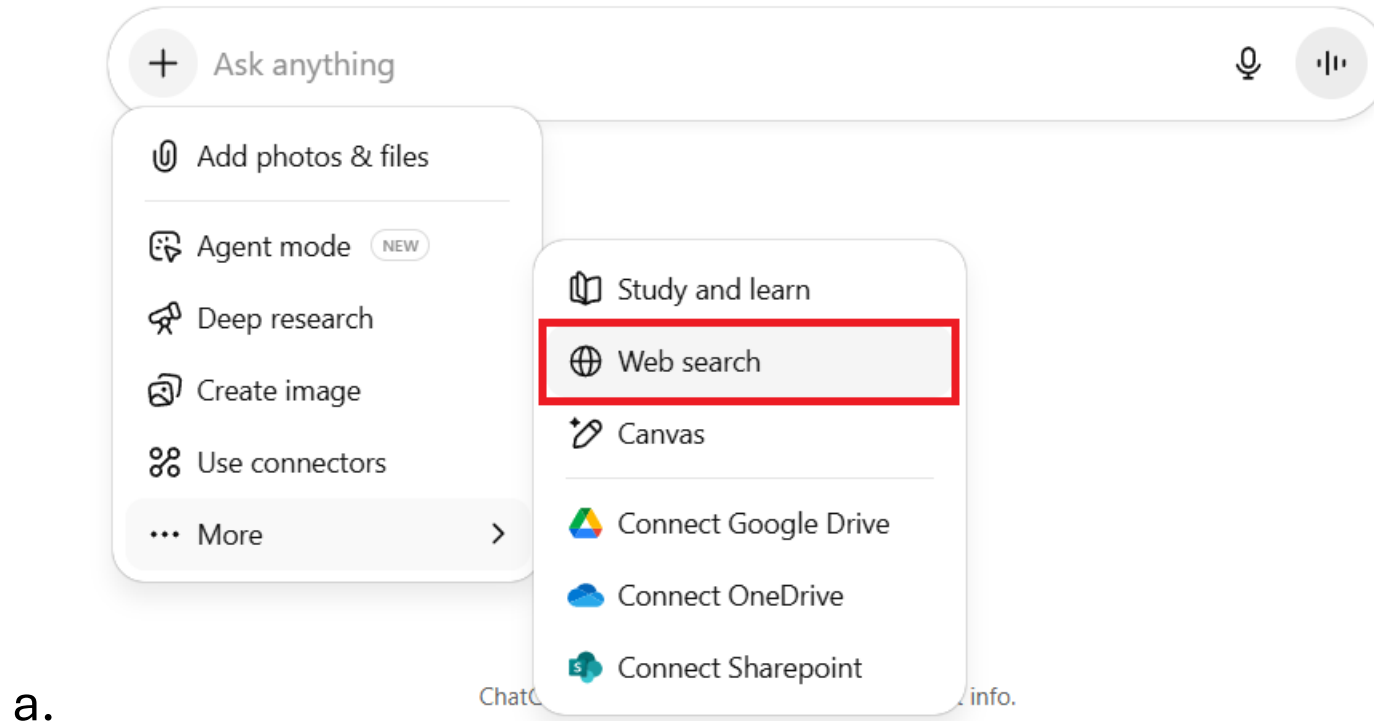
14. In the chat box, select “Add photos and files” and select the file you just extracted from CCLM



a.


15. Select the + button again and select “Web search”

Where should we begin?





16. Copy the master prompt into the chatbox and run the prompt.

Where should we begin?

 30 Annapolis.json  
File

# 📁 Master Prompt: JSON → Enriched Excel with Call Tracking  
You are given a JSON file with business records. Each record must be converted into a structured Excel spreadsheet (`.xlsx`) with enrichment and call-tracking fields.  
---  
## 📄 Column Map (JSON → Excel)  
Excel Column	Source / Method
\*\*Called?\*\*	Insert unchecked checkbox
\*\*HQ State\*\*	Web search (businessName + address)
\*\*Company Name\*\*	'businessName'
+

a.



17. Watch the response to see if it continues to the end of the spreadsheet