What is Kelvin asking for?

```
Prepare BDR Lead Analysis
        │
        ▼
Provided Previous BDR
Analysis Sheet
        │
        ▼
( What is the conversion rate of leads that
  BDR's call based on state? )
        │
        ▼
Calls made by BDR team in
the last 6 months?
```

Calls
```
Calls ──CONTACT ID──▶ Contacts
  │
  ▼
Direction
Outbound
  │
  ▼
HubSpot Team
BDRs
  │
  ▼
Event Timeframe
Last 6 Months
  │
  ▼
Activity Date
Last 6 Months ──▶ Lead Date
              └──▶ SAL Date
```

Contacts
```
Contacts ──CONTACT ID──▶ Activities Meetings
  │
  ▼
State
  │
  ▼
First Call Activity Date
  │
  ▼
Activity Date of Call with
Follow Up, Email Sent, or
Demo Set Outcome
  │
  ▼
First Date at which demo
meeting was scheduled ──────▶ SQL Date
  │
  ▼
First Date at which demo
meeting was Complete ───────▶ SQO Date
  │
  ▼
Date Sales Pipeine New
Busines Deal was Created ───▶ SQD Date
  │
  ▼
Date when Sales Pipeline
New Business Deal was
Closed Won ─────────────────▶ Customer Date
```

Activities Meetings
```
Activities Meetings
  │
  ▼
Create Date
Last 6 Months
  │
  ▼
Meeting Type Has
Ever Been
Outbound BDR
```

Deals
```
Deals
  │
  ▼
Pipeline
Sales Pipeline
  │
  ▼
Deal Type
New Business
  │
  ▼
Create Date
Last 6 Months
```

CONTACT ID (Contacts ──▶ Deals, top connection)

SQL Date ◀── Meeting Type Has Ever Been (Outbound BDR)
SQO Date ◀── Meeting Type Has Ever Been (Outbound BDR)
SQD Date ◀── Create Date (Deals)
Customer Date ◀── Create Date (Deals)