Top Record Finder

Pre-requisites :

1. Industry Field should be selected.
2. Record should have Address on it.

How to decide top records?

The top records will get decided using point system. This point system should have above pre-requisites. Once you selected on change even fields (Industry type, Revenue, Boxes per day, SIC etc.) it will find all the records which are matching with same industry and which have address on it. The different filtering field's difference value get calculated based on current record and matched records e.g. If we are adding new lead (let's say lead A) which has industry type paper and revenue of $5000 then it will find all the records which are within 1000 miles of lead A. Let's say we found account B which has industry type paper and it is 40 miles away then it will calculate the revenue difference let's say account B has revenue of $7500 then result will look like (account B revenue: 2500 distance: 40). Once we get this record then we will calculate its total score. For score chart please look at table 1.1. The score of that record will be 14. It will calculate the same score for all records and then highest scored record will be 1st record like that there will be top 3 records.

The range for address and revenue is not linear and the reason for that is we want to give high score to closed match records.

Field Type	Range	Score
Address	0-1 miles (1) 1-3 miles (2) 3-7 miles (4) 7-15 miles (8) 15-31 miles (16) 31 - 63 miles (32) 63 -127 miles (64) 127-255 miles (128) 255-511 miles (256) 511-1023 miles (512)	10 9 8 7 6 5 4 3 2 1
Revenue	0-$1000 (1000) 1000-3000 (2000) 3000-7000 (4000) 7000-15000 (8000) 15000-31000 (16000) 31000-63000 (32000) 63000-127000 (64000) 127000-255000 (128000) 255000-511000 (256000) 511000-1023000 (512000)	10 9 8 7 6 5 4 3 2 1