

IBM Business Partner Sales and Sales Enablement in 2001

Dean Larsen

CM Business Partner Enablement Teams

Robert Felder - Team Lead

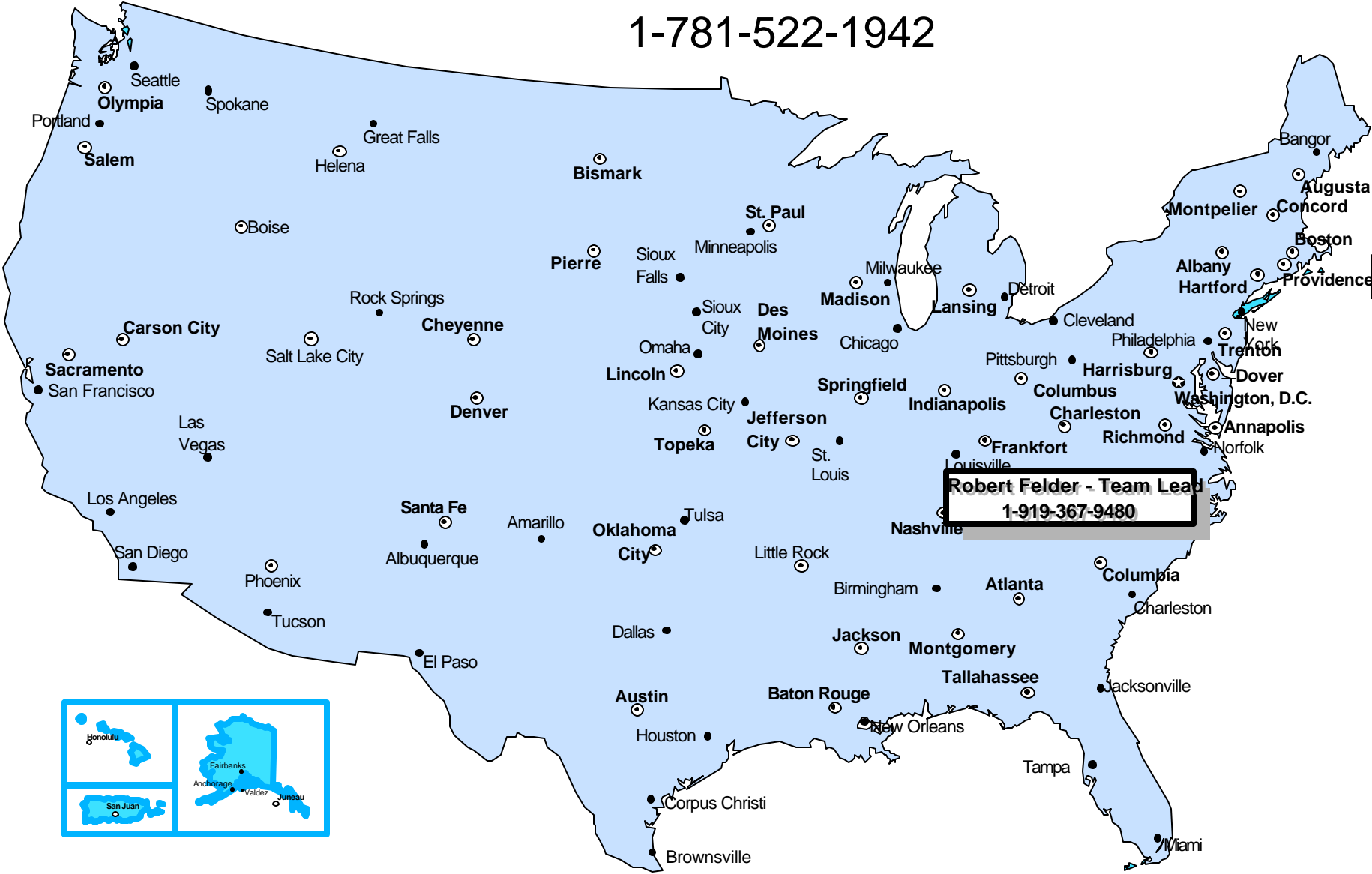
1-919-367-9480



CM Business Partner Enablement Teams

Nisharna Jackson - Northeast & Canada

1-781-522-1942

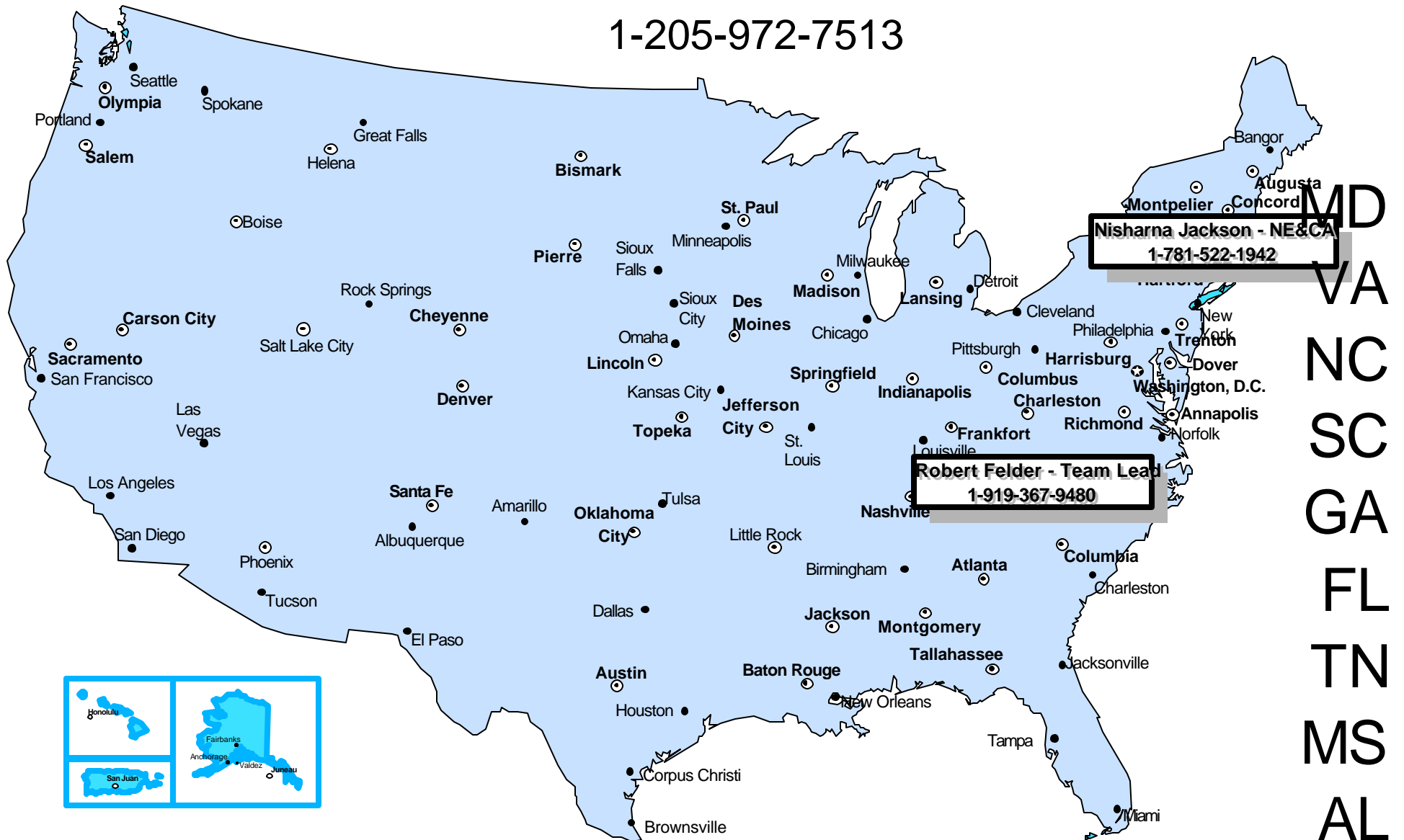


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east PA

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Lloyd Wint - CM Southeast & LA

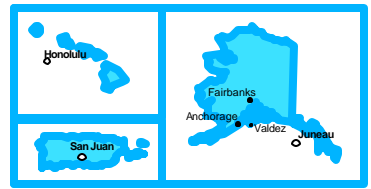
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Nisharna Jackson - NE&CA
1-781-522-1942

Robert Felder - Team Lead
1-919-367-9480

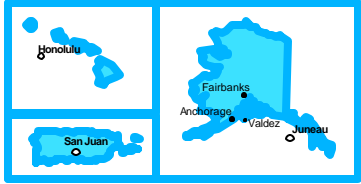
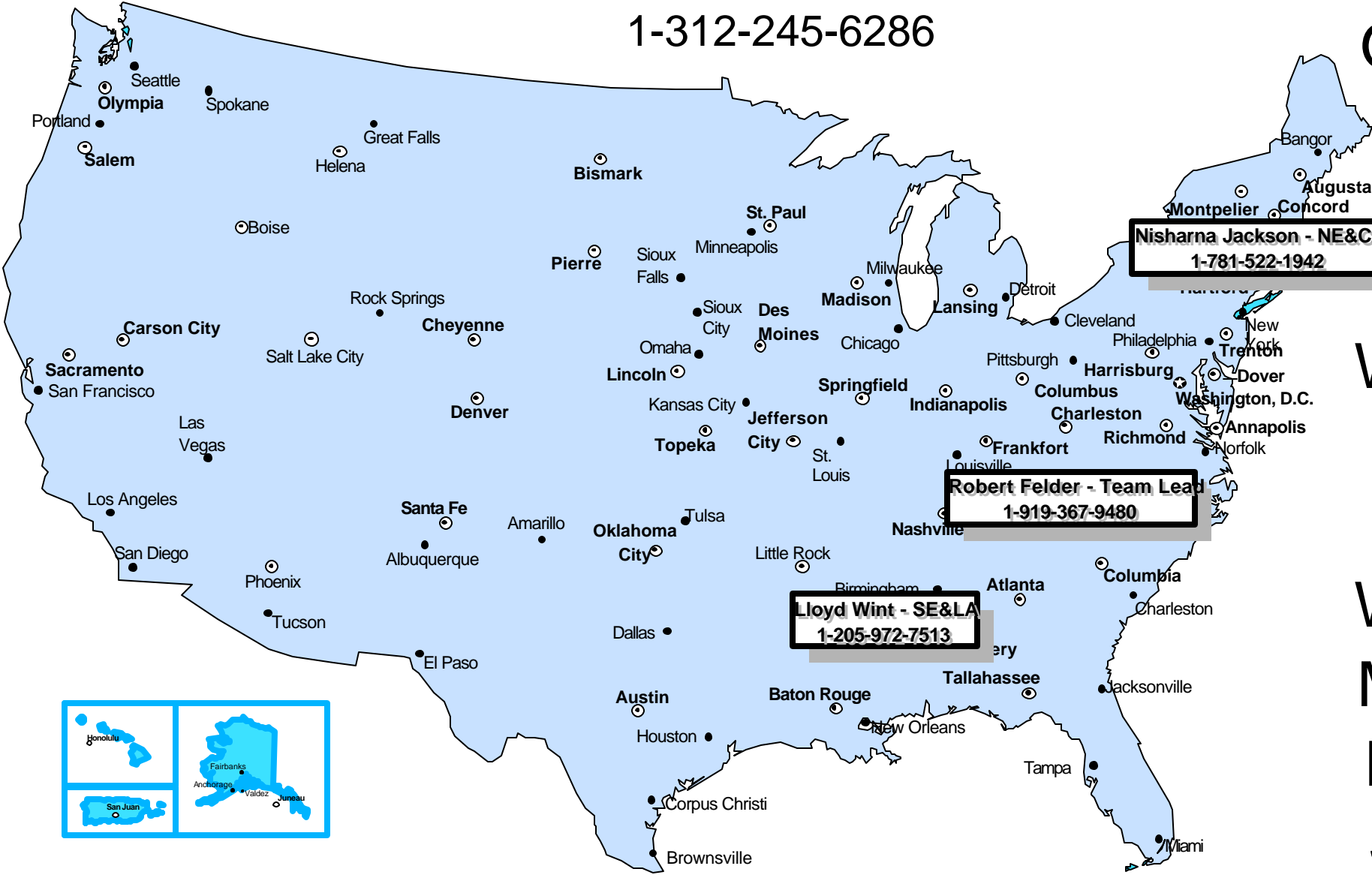
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CM Business Partner Enablement Teams

Indre Gaska, CM Central

1-312-245-6286

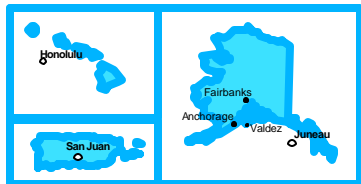
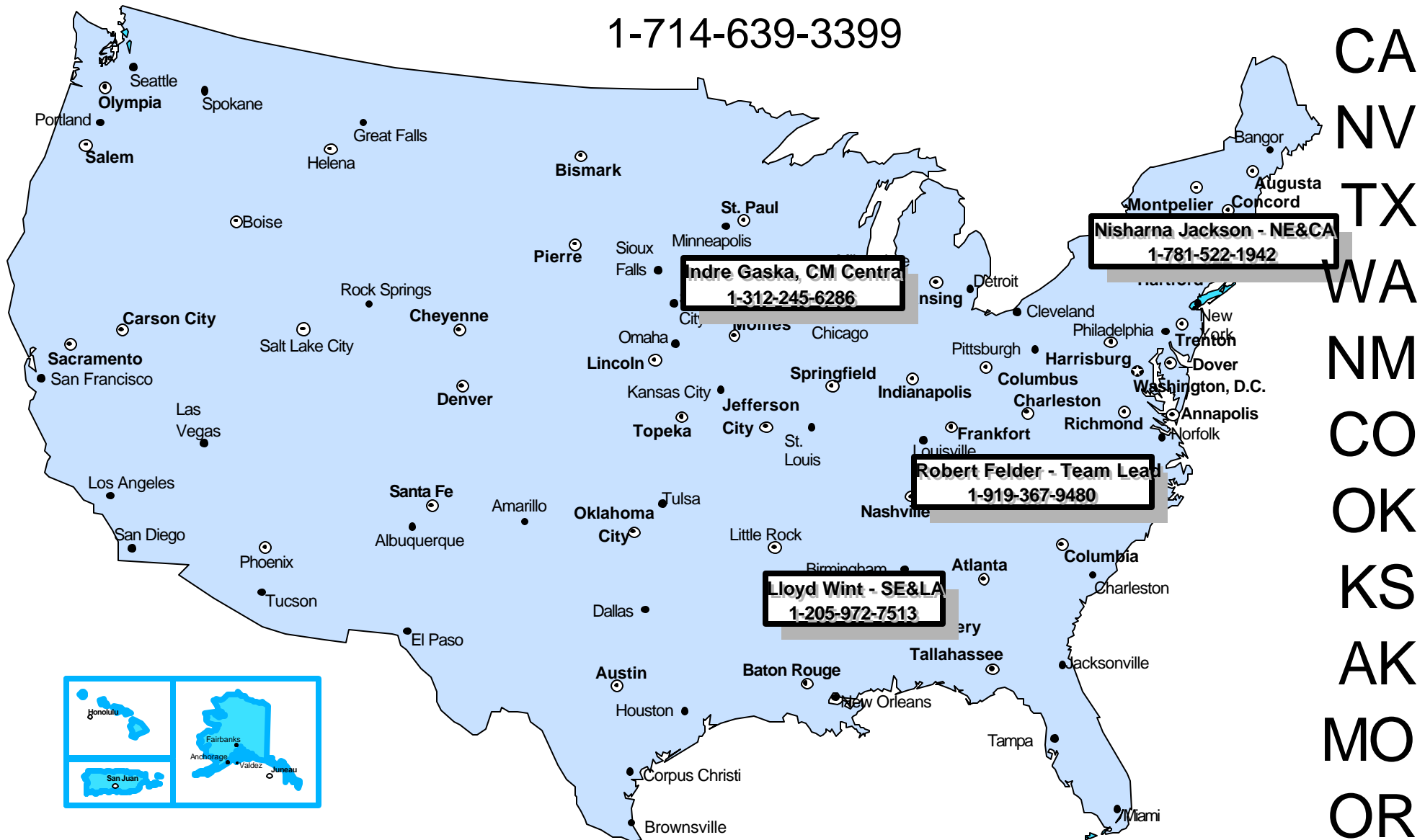


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CM Business Partner Enablement Teams

Tina Cleveland - CM West

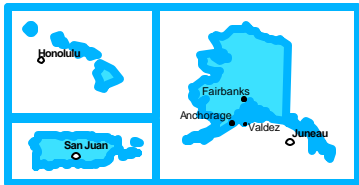
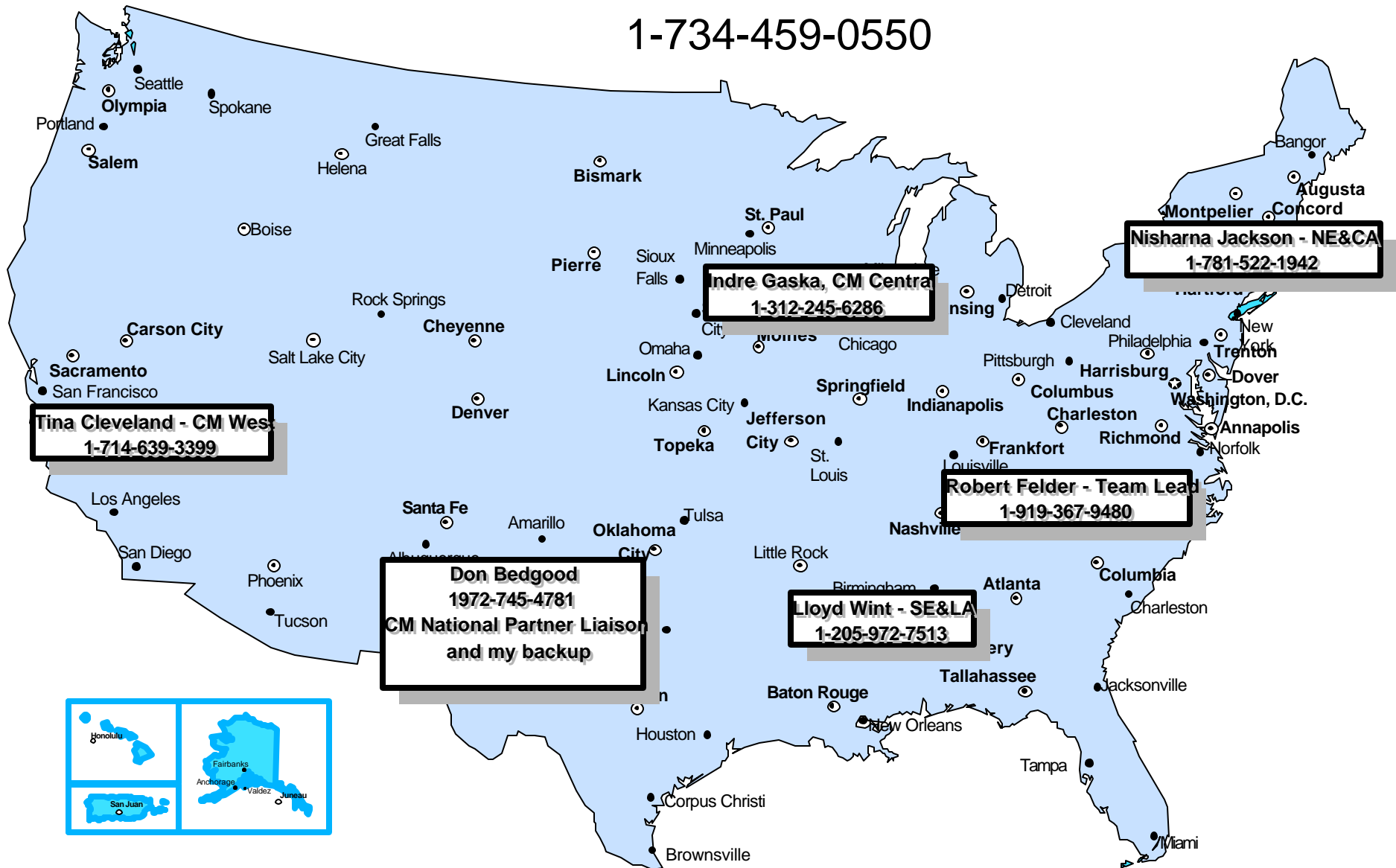
1-714-639-3399



CM Business Partner Sales Teams

Dean Larsen

1-734-459-0550



IBM Content Manager Web Demonstration


Dean Larsen

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password
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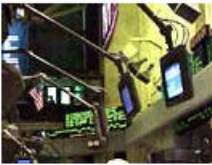
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news

 **Stock markets inch upward at midday**
The U.S. markets treaded water in early trading Wednesday, as Wall Street investors kept themselves and their money bundled up to battle the winter earnings chill.

 **Carmakers seek hot models**
DETROIT - They are the vehicles that inspire excitement for their drivers, waiting lists for buyers and profits for their builders. They are what the auto industry loves best: hot cars and trucks. Unfortunately, the cars and trucks that debut at shows like the North American International Auto Show here this week can't all be like last year's Chrysler's PT Cruiser, which won such loyalty from customers that some will wait almost a year from purchase to delivery.

Jim O'Connor, Ford Division president, shows the 2002 Thunderbird. He hopes demand for the newly redesigned model exceeds supply. (Source: CNNfn.com)

10690
10610
10530
10548.15, -113.86

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mail

From	Subject	Received
joker@laugh.com	Laugh of the day	10/20/2000 3:03 PM
quotemaster@quote.com	Time to buy.	10/20/2000 12:03 AM
quotemaster@quote.com	Time to sell	10/20/2000 7:03 AM
joker@laugh.com	Laugh of the day	10/19/2000 7:03 AM
cmore@space.com	Where are we going for lunch?	10/18/2000 7:03 AM
joker@laugh.com	Laugh of the day	10/17/2000 7:03 AM

NEWS

W-4 Have you updated your W-4?

Don't let your 401K sit idle. Invest!

calendar

Monday	Tuesday	Wednesday	Thursday	Friday
9:00 to 10:00 am Staff Meeting	1:00 to 4:00pm Sales Call		8:00am to 4:00pm Managing Stress Class	

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work queue

type	customer	received	status
Claim #456789QW	Scott, Daniel	Jan 9, 2001	New
Claim #1234567VX	Eikenhorst, Joel	Jan 9, 2001	New

work history

Personal Daily Numbers

Items Processed	5
Items On Hold	5
Items Reassigned	15

Dept. Wide Daily Numbers

Items Processed	542
Items On Hold	829
Items Reassigned	202

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Address http://127.0.0.1:8080/cm_web/insurance/wk_item.jsp?CustId=81&ContentID=1

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customer

First Name: Daniel
Last Name: Scott
Address 1: 1052 SW 103rd Street
Address 2:
City: Big City
State: NY
Postal Code: 31290
Home Phone: (000) 200-0654
Work Phone: (000) 200-0213
Cell Phone:
E-mail: X1043@MyISP.COM

application information

<input checked="" type="checkbox"/>	Estimate 1	\$25,585.00	
<input checked="" type="checkbox"/>	Estimate 2	\$25,585.00	
<input checked="" type="checkbox"/>	Estimate 3	\$25,585.00	

Audit **Approve** **Investigate**

supporting documents

- [Damage left rear corner](#)
- [Other vehicle right front](#)
- [Accident damage](#)
- [Estimate 2](#)
- [Accident statement 1](#)
- [Accident statement 2](#)
- [Estimate 1](#)
- [Accident report](#)
- [Estimate 3](#)
- [Other vehicle right front](#)
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basic
full text

Policy Number = AND

Claim Number = AND

Last Name =

GO

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CM Web Demo

- Need a copy... contact your Enablement rep
- How it works
 - ▶ from CD or Direct from hard drive
 - ▶ Loads Tomahawk web server
 - ▶ Designer allows you to customize for company
 - ▶ Displays all Content Management content
 - ▶ Does work flow
- To help you close business
- Industry and Finance provided

IBM Business Partner Sales and Sales Enablement in 2001

Thank you
Dean Larsen
734-459-0550
dlarsen@us.ibm.com