30-Day Curiosity Tracker

Day & Date	Curiosity Question	How I Found the Answer *(Self-Research / Peer / Leader)*	Key Learning
Day 1	How can Excel formulas simplify data normalization?	Self-Research	Learned to use TRIM, CLEAN, and PROPER to standardize text efficiently.
Day 2	What's the best way to find and remove duplicates in CRM data?	Asked a Peer	Understood deduplication using filters and unique identifiers like email or domain.
Day 3	How can I collect company data from verified sources safely?	Self-Research	Found that LinkedIn, Crunchbase, and Apollo are reliable for verified data.
Day 4	How can I prepare large CSV files for smooth CRM imports?	Self-Research	Discovered formatting tips: UTF-8 encoding, consistent headers, and correct delimiters.
Day 5	What are the best tools for lead enrichment?	Self-Research	Tools like Apollo, Clearbit, and ZoomInfo enrich contact and company info.
Day 6	How do I validate email addresses efficiently?	Self-Research	Learned that Bounceless and NeverBounce reduce bounce rates significantly.
Day 7	How can I automate repetitive data-cleaning tasks in Google Sheets?	Asked a Peer	Using macros and add-ons like Power Tools speeds up routine operations.
Day 8	What's the fastest way to reformat bulk data in Sheets?	Self-Research	Learned to use SPLIT, ARRAYFORMULA, and "Find & Replace" for quick fixes.
Day 9	How can I check if company websites in my list are active?	Self-Research	Used Google Sheets add-ons and link-check tools to validate URLs.
Day 10	Which CRM fields are most useful for lead segmentation?	Asked a Leader	Region, industry, and deal stage are key fields for targeted campaigns.
Day 11	How can I keep data consistent across multiple tools?	Self-Research	Learned to use Zapier and CRM integrations to sync data automatically.
Day 12	How do I score or prioritize leads for campaigns?	Asked a Peer	Engagement level and company size can be used to assign lead scores.
Day 13	What are the most important campaign performance metrics?	Asked a Leader	Conversions indicate true campaign effectiveness.
Day 14	How can I monitor progress on bulk data imports?	Self-Research	Tracking logs and CRM import reports help identify issues early.

30-Day Curiosity Tracker

Day 15	What's the safest way to back up CRM or lead data?	Self-Research	Learned about automated Google Drive and Excel backups.
Day 16	How can I ensure data compliance during research?	Self-Research	Using only publicly available information ensures compliance.
Day 17	Can AI tools help summarize large datasets?	Self-Research	ChatGPT and Gemini can summarize CSV or CRM exports through structured prompts.
Day 18	How can I track bounced emails and update CRM automatically?	Asked a Peer	Email-tracking tools can push bounce data directly into CRM via integrations.
Day 19	How do filters and segments improve campaign reach?	Self-Research	Learned that segmentation increases open and response rates.
Day 20	How can I keep company names consistent in all records?	Self-Research	Used Excel "Find & Replace" and standard naming templates.
Day 21	How do I merge new data lists with existing CRM records?	Self-Research	Used "VLOOKUP" and import-mapping features to align datasets.
Day 22	How can I find missing contact info efficiently?	Self-Research	Used enrichment tools and LinkedIn lookups to fill data gaps.
Day 23	What's the best way to schedule campaign emails automatically?	Self-Research	SalesHandy allow sequencing and automated follow-ups.
Day 24	How can I visualize campaign data easily?	Self-Research	Built quick dashboards in Google Sheets and Data Studio.
Day 25	How can I improve data quality in lead lists?	Self-Research	Regular audits and validation tools maintain high data accuracy.
Day 26	How can I use LinkedIn filters to refine lead searches?	Asked a Peer	Sales Navigator filters improve targeting by industry and location.
Day 27	How can I process large Excel files without crashing?	Self-Research	Splitting data into smaller files and using filters improves speed.
Day 28	How do I track automation errors or failed imports?	Self-Research	Learned to monitor error logs and email alerts in automation tools.
Day 29	How can I maintain consistency while updating CRM records from multiple sources ?	Asked a Peer	Learned to use import-mapping templates and validation rules to prevent overwriting clean data.
Day 30	How can I keep improving my data quality skills each month?	Self-Research	Decided to review new CRM tutorials and AI-based data enrichment tools regularly.