| **ID** | **Entity** | **Attribute** | **Description** | **Data Type** | **Max Length** | **Reference Values** | **Example** |
| --- | --- | --- | --- | --- | --- | --- | --- |
| *Examples Below – Delete the first three rows* | | | | | | | |
| 1 | Customer | Fname | Customer first name | Varchar | 50 | N/A | Jane |
| 2 | Customer | Lname | Customer last name | Varchar | 50 | N/A | Doe |
| 3 | Customer | Type | Customers classification | Varchar | 50 | Prospect  New  High Value  Low Value | High Value |
|  |  |  |  |  |  |  |  |
|  |  |  |  |  |  |  |  |

* Entity: Represents the people, places or things that a business needs to record data about
* Attribute: Represents the data that describes the entity
* Description: Describe what the attribute represents
* Data Type: Describe the type of data that the attribute should be stored as
* Length: Describe the max length of the attribute
* Reference Values: Describe the list of available values for the attribute
* Example: Provide an example of the attribute