

## Customer Profile Info

## Personal Details

| Title               | First Name       | Last Name   | Customer Full Name |
|---------------------|------------------|-------------|--------------------|
| MR                  | Colonel          | Sundaram    | Colonel Sundaram   |
| Date of Birth (DOB) | Marital Status   | Customer ID | Created Date       |
|                     | Married          | 17166       | 01 Dec 2021        |
| Spouse Title        | First Name       | Last Name   | Spouse Full Name   |
| MRS                 | Rajee            | Sundaram    | Rajee Sundaram     |
| DOB Spouse          | Anniversary Date |             |                    |

## Status And Assignment Details

| Customer Status       | Lead Status                                                                                              | Prospect Status     | Contact Type            |
|-----------------------|----------------------------------------------------------------------------------------------------------|---------------------|-------------------------|
| Lead                  | Sale Closed                                                                                              | Excellent           | Phone Call              |
| Source of Enquiry     | Broucher Sent/Given                                                                                      | Visit Card Obtained | Executive Meet Customer |
| Reference             | Yes                                                                                                      | No                  | yes                     |
| Customer Visited Site | Smart Summary                                                                                            | Prepared By         | Assigned To             |
| yes                   | Looking for 3bhk 1945 sft. Flat in A block. Booked flat no . A - 415. Booking form signed. Sales closed. | Vasundhara          | Vasundhara              |
| Re Assigned To        | Remarks                                                                                                  |                     |                         |
| Vasundhara            | Booked flat no A 415. Booking form signed.                                                               |                     |                         |

## Occupation Details

| Bussiness/Occupation Profession | Company Type | Company Name | Designation | Company Address |
|---------------------------------|--------------|--------------|-------------|-----------------|
| Occupation                      | Govt         | Army         | Colonel     |                 |

## Communication Details

| Address           |                |                                 | Code              |                |              | Primary Mobile Number |         |         | Email   |  |
|-------------------|----------------|---------------------------------|-------------------|----------------|--------------|-----------------------|---------|---------|---------|--|
| Work Phone Number |                |                                 | Home Phone Number |                |              | Alt mobile Number     |         |         | Other   |  |
| SNo               | Address Type   | Address Line 1                  | Address Line 2    | Address Line 3 | City         | State                 | Country | Pincode | Primary |  |
| 1                 | Home - Present | Villa No 10, Villa Springs East | Kowkur            |                | Secunderabad | TG                    | ind     | 500010  | Yes     |  |
| SNo               | Phone Type     |                                 | Code              |                | Phone Number |                       |         | Primary |         |  |
| 1                 | Mobile         |                                 |                   |                | 7382705484   |                       |         | Yes     |         |  |
| 1                 | Mobile         |                                 |                   |                | 8985759636   |                       |         | No      |         |  |
| SNo               | Email Type     |                                 | Email Address     |                |              |                       |         | Primary |         |  |

|   |          |                   |     |
|---|----------|-------------------|-----|
| 1 | Personal | rajee45@gmail.com | Yes |
|---|----------|-------------------|-----|

**Project Investment & Interest & Visit Details**

| Purpose           | Investment Dtls | Site Visited With    | Customer Requirement |
|-------------------|-----------------|----------------------|----------------------|
| Self Use          |                 | Family               | 3 BHK - Flat         |
| Projects Visited  | Projects Liked  | Projects Interested  | Discount Expected    |
|                   |                 |                      |                      |
| Discount Offered  | Queries         | Special Requirements | Home Town            |
|                   |                 |                      | Chennai              |
| Other Information | Decision Makers |                      |                      |
|                   | Self and family |                      |                      |

| Project Name | Block Name | Unit No | Quoted Price | Expected Price | Visited Date | Visited Time | Liked | Visited | Interested | Is Active |
|--------------|------------|---------|--------------|----------------|--------------|--------------|-------|---------|------------|-----------|
| No Entries   |            |         |              |                |              |              |       |         |            |           |

**Customer Calls**

| Made By    | Type Of Call | Call Date   | Outcome Of Call | Next Call Date | Next Call Time | Target | Shall Remind |
|------------|--------------|-------------|-----------------|----------------|----------------|--------|--------------|
| Vasundhara |              | 01 Dec 2021 | Other           | 02 Dec 2021    | 09:30:00       | Other  | Yes          |
| Vasundhara | Phone        | 04 Dec 2021 | Other           | 04 Dec 2021    | 09:30:00       | Other  | No           |

\*\*\* The End \*\*\*