

Customer Profile Info
Personal Details

Title	First Name	Last Name	Customer Full Name
MR	Bala Koteswara Rao	Dutta	Bala Koteswara Rao Dutta
Date of Birth (DOB)	Marital Status	Customer ID	Created Date
15 Aug 1969	Married	19659	05 May 2022
Spouse Title	First Name	Last Name	Spouse Full Name
MRS	Dutta	Lavanya	Dutta Lavanya
DOB Spouse	Anniversary Date		
10 Mar 1973	20 Oct 1999		

Status And Assignment Details

Customer Status	Lead Status	Prospect Status	Contact Type
Lead	Active	Excellent	Site Visit
Source of Enquiry	Broucher Sent/Given	Visit Card Obtained	Executive Meet Customer
Old Customer	Yes	No	yes
Customer Visited Site	Smart Summary	Prepared By	Assigned To
yes	Booked Flat No 212	Suresh M	Suresh M
Re Assigned To	Remarks		
	Interested in BRGV		

Occupation Details

Bussiness/Occupation Profession	Company Type	Company Name	Designation	Company Address
Govt Employee	Govt	LIC of India	Manager	Bangalore, Kara

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	Flat No 413 B Block	Sonata Apartments, Vidya Nagar	Secunderabad	Hyderabad	TG	ind	500044	Yes	
SNo		Phone Type		Code	Phone Number			Primary		
1		Mobile			7680849875			Yes		
SNo		Email Type		Email Address					Primary	
1		Personal		dbkoteswararao@licindia.com					Yes	

Project Investment & Interest & Visit Details

Purpose	Investment Dtls		Site Visited With		Customer Requirement					
Investment	Villa At KNM		Family		2 BHK - Flat					
Projects Visited	Projects Liked		Projects Interested		Discount Expected					
Discount Offered	Queries		Special Requirements		Home Town					
					Flat No 413B Block, Sonata Apartments, Vidya Nagar					
Other Information	Decision Makers									
	Self And Family Members									

Project Name	Block Name	Unit No	Quoted Price	Expected Price	Visited Date	Visited Time	Liked	Visited	Interested	Is Active
Bloomdale Residency at Genome Valley	A	212			05 May 2022		Yes	Yes	Yes	Yes

Customer Calls

Made By	Type Of Call	Call Date	Outcome Of Call	Next Call Date	Next Call Time	Target	Shall Remind
Suresh M		05 May 2022	Other	06 May 2022	09:30:00	Other	Yes

*** The End ***