

## Customer Information Sheet

|                                                                      |                                                                                                                                                                     |                                    |                                       |
|----------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------|---------------------------------------|
| ID : 94194    Old CIS No :    CIS Date : 22-12-2018                  |                                                                                                                                                                     | Company : NAVES                    |                                       |
| Prepared By : R Rani / Assigned To : R Rani / Reassigned To : R Rani |                                                                                                                                                                     | Business :                         |                                       |
| Customer Name And Address<br><br>Avinash Varma<br>Himayath Nagar     |                                                                                                                                                                     | Designation : Sales Proprietor     |                                       |
|                                                                      |                                                                                                                                                                     | Home Phone :                       |                                       |
|                                                                      |                                                                                                                                                                     | Work Phone :                       |                                       |
|                                                                      |                                                                                                                                                                     | Mobile : 9701451553                |                                       |
|                                                                      |                                                                                                                                                                     | Fax :                              |                                       |
|                                                                      |                                                                                                                                                                     | Email : avinashverma.dhn@gmail.com |                                       |
| For Project<br>Vista Homes                                           | Projects Visited<br>Vista Homes and other properties                                                                                                                | Projects Liked<br>Vista Homes      | Interested In<br>3bhk                 |
| Enquiry Source<br>Email / Website                                    | Enquiry Type<br>Walk-in                                                                                                                                             | Lead Status<br>Active              | Prospect Status<br>Excellant          |
| Brochure Sent<br>Yes                                                 | Executive Meet Customer<br>Yes                                                                                                                                      | Visiting Card<br>No                | Customer Visit Site<br>Yes            |
| Company Type<br>Corp(>200cr)                                         | Spouce Company<br>unmarried                                                                                                                                         | Purpose<br>Self Use                | Investment Details<br>Insurances      |
| Housing Loan Required<br>No                                          | Amount Required<br>30lakhs                                                                                                                                          | Pre-sanctioned Obtained<br>No      | Reffered To Bank<br>No                |
| Discount Expected                                                    | Discount Offered                                                                                                                                                    | Site Visit With<br>Alone           | Bank Name<br>HDFC Bank                |
| Customer Requirment<br>3BHK                                          | Home Town                                                                                                                                                           | Other Info                         | Decesion Makers<br>His family members |
| Company Address                                                      |                                                                                                                                                                     | Company Details                    |                                       |
|                                                                      |                                                                                                                                                                     | Marketing                          |                                       |
| Smart Text                                                           |                                                                                                                                                                     |                                    |                                       |
| Looking for 3bhk, Booking taken for D -305.                          |                                                                                                                                                                     |                                    |                                       |
| Customer Query                                                       |                                                                                                                                                                     |                                    |                                       |
| Need some internal changes                                           |                                                                                                                                                                     |                                    |                                       |
| Customer Special Requirments                                         |                                                                                                                                                                     |                                    |                                       |
| Gated community Project with security and near to Ecil               |                                                                                                                                                                     |                                    |                                       |
| Remarks                                                              |                                                                                                                                                                     |                                    |                                       |
| Interested in 3bhk, Booking taken for D -305.                        |                                                                                                                                                                     |                                    |                                       |
| Call/Entry Date                                                      | Call Details                                                                                                                                                        |                                    |                                       |
| 22-12-2018                                                           | Call Made By :    Call Type : NA                                                                                                                                    |                                    |                                       |
| 22-12-2018                                                           | OutCome Of Call :<br>Next Call Date : 23-12-2018<br>Target Of Call : first call detail to be entered                                                                |                                    |                                       |
| 22-12-2018                                                           | Call Made By : R Rani    Call Type : Site Visit                                                                                                                     |                                    |                                       |
| 26-12-2018                                                           | OutCome Of Call : Interested in 3bhk Ready to occupy flat<br>Next Call Date : 24-12-2018<br>Target Of Call : For his opinion                                        |                                    |                                       |
| 23-12-2018                                                           | Call Made By : R Rani    Call Type : Site Visit                                                                                                                     |                                    |                                       |
| 26-12-2018                                                           | OutCome Of Call : Visited the site once again with his friends, Interested in D -305<br>Next Call Date : 25-12-2018<br>Target Of Call : To known his final decision |                                    |                                       |
| 25-12-2018                                                           | Call Made By : R Rani    Call Type : Site Visit                                                                                                                     |                                    |                                       |
| 26-12-2018                                                           | OutCome Of Call : Booking taken for D -305<br>Next Call Date : 25-12-2018<br>Target Of Call : Sale Closed                                                           |                                    |                                       |