

Customer Information Sheet

ID : 97942 Old CIS No : CIS Date : 12-12-2019		Company	L & T
Prepared By : Naveena / Assigned To : Naveena / Reassigned To : Naveena		Business	
Customer Name And Address B. Prabhakar Kothapet, Hyderabad.		Designation	Project Manager
		Home Phone	
		Work Phone	
		Mobile	8374959562
		Fax	
		Email	pivot8850@gmail.com
For Project Mayflower Platinum	Projects Visited MPL	Projects Liked MPL	Interested In C-605 (1800 sft)
Enquiry Source Hoarding board	Enquiry Type Walk-in	Lead Status SaleClosed	Prospect Status Excellant
Brochure Sent Yes	Executive Meet Customer Yes	Visiting Card No	Customer Visit Site Yes
Company Type MNC	Spouce Company Govt Librarian-Cherial (BIE)	Purpose Self Use	Investment Details Insurance Policies, flat and other
Housing Loan Required Yes	Amount Required	Pre-sanctioned Obtained No	Reffered To Bank No
Discount Expected	Discount Offered	Site Visit With Wife	Bank Name ICICI Bank
Customer Requirment 3BHK	Home Town Sanga Reddy	Other Info Looking property in gated community.	Decesion Makers Family
Company Address Sanga Reddy		Company Details Civil construction	
Smart Text Looking 1800 sft in B-block 7th to 9th floor. No response for phone call and SMS, if interested he will get back. Out of station on official work. Site visited and selected C-605 (1800 sft). Negotiation done and cheque collected for C-605 (1800 sft).			
Customer Query Any changes permitted for maindoor frame?			
Customer Special Requirments Looking 3bhk flat in 7th floor (North east corner).			
Remarks Looking 1800 sft in B-block 7th to 9th floor. No response for phone call and SMS, if interested he will get back. Out of station on official work. Site visited and selected C-605 (1800 sft). Negotiation done and cheque collected for C-605 (1800 sft).			
Call/Entry Date	Call Details		
12-12-2019	Call Made By :		Call Type : NA
12-12-2019	OutCome Of Call :		
	Next Call Date : 13-12-2019		
	Target Of Call : first call detail to be entered		
12-12-2019	Call Made By : Naveena		Call Type : Site Visit
12-12-2019	OutCome Of Call : Coming to Hyderabad to select 1800 sft.		
	Next Call Date : 15-12-2019		
	Target Of Call : Give a reminder call for site visit to select 1800 sft 7th to 9th floor interested.		
21-12-2019	Call Made By : Naveena		Call Type : Phone
21-12-2019	OutCome Of Call : Said coming on Sunday to select 1800 sft .		
	Next Call Date : 22-12-2019		
	Target Of Call : Annpointment fixed for negotiation of 7th to 9th floor interested.		

Next Call Date : 25-12-2019

Target Of Call : Convince for closing 4th and 8th floor 3bhk (2 flats).

25-12-2019	Call Made By : Naveena	Call Type : Phone
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25-12-2019	OutCome Of Call : Said busy with personal works.
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Next Call Date : 29-12-2019

Target Of Call : Give a reminder call for 3bhk flat closing (7 & 4 floors).

04-01-2020	Call Made By : Naveena	Call Type : SMS
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03-01-2020	OutCome Of Call : Called twice but not lifting sent SMS.
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Next Call Date : 06-01-2020

Target Of Call : If any response for SMS, know his decision for 1800 sft.

08-01-2020	Call Made By : Naveena	Call Type : Phone
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08-01-2020	OutCome Of Call : Not lifting.
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Next Call Date : 08-01-2020

Target Of Call : No response for phone call and SMS, if interested he will get back. Made dormant.

20-02-2020	Call Made By : Naveena	Call Type : Site Visit
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20-02-2020	OutCome Of Call : Site visited and selected C-605 (1800 sft).
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Next Call Date : 20-02-2020

Target Of Call : Negotiation done and cheque collected for C-605 (1800 sft). Sale closed.
