

## Customer Information Sheet

|                                                                                                 |                                                  |                                                             |                                         |                                              |  |
|-------------------------------------------------------------------------------------------------|--------------------------------------------------|-------------------------------------------------------------|-----------------------------------------|----------------------------------------------|--|
| ID : 105459    Old CIS No :    CIS Date : 16-06-2020                                            |                                                  | Company                                                     |                                         | Delloitte                                    |  |
| Prepared By : Praveen Pathak / Assigned To : Praveen Pathak /<br>Reassigned To : Praveen Pathak |                                                  | Business                                                    |                                         |                                              |  |
| Customer Name And Address<br><br>SBV Naveena<br>Kapra                                           |                                                  | Designation                                                 |                                         | Team lead                                    |  |
|                                                                                                 |                                                  | Home Phone                                                  |                                         |                                              |  |
|                                                                                                 |                                                  | Work Phone                                                  |                                         |                                              |  |
|                                                                                                 |                                                  | Mobile                                                      |                                         | 9666875791                                   |  |
|                                                                                                 |                                                  | Fax                                                         |                                         |                                              |  |
| Email                                                                                           |                                                  | surabathula.naveena@gmail.com                               |                                         |                                              |  |
| For Project<br>Gulmohar Residency                                                               |                                                  | Projects Visited<br>Stand alone in ECIL,<br>Kapra, Nacharam |                                         | Projects Liked<br>GMR and Virtho grand       |  |
|                                                                                                 |                                                  |                                                             |                                         | Interested In<br>GMR                         |  |
| Enquiry Source<br>Reference                                                                     |                                                  | Enquiry Type<br>Walk-in                                     |                                         | Lead Status<br>SaleClosed                    |  |
|                                                                                                 |                                                  |                                                             |                                         | Prospect Status<br>Excellant                 |  |
| Brochure Sent<br>Yes                                                                            |                                                  | Executive Meet Customer<br>Yes                              |                                         | Visiting Card<br>Yes                         |  |
|                                                                                                 |                                                  |                                                             |                                         | Customer Visit Site<br>Yes                   |  |
| Company Type<br>Corp(>200cr)                                                                    |                                                  | Spouce Company<br>NA                                        |                                         | Purpose<br>Self Use                          |  |
|                                                                                                 |                                                  |                                                             |                                         | Investment Details<br>fathers house in Kapra |  |
| Housing Loan Required<br>Yes                                                                    |                                                  | Amount Required<br>50                                       |                                         | Pre-sanctioned Obtained<br>No                |  |
|                                                                                                 |                                                  |                                                             |                                         | Reffered To Bank<br>No                       |  |
| Discount Expected<br>500                                                                        |                                                  | Discount Offered<br>325                                     |                                         | Site Visit With<br>Family                    |  |
|                                                                                                 |                                                  |                                                             |                                         | Bank Name                                    |  |
| Customer Requirment<br>3BHK                                                                     |                                                  | Home Town<br>Siddipet                                       |                                         | Other Info                                   |  |
|                                                                                                 |                                                  |                                                             |                                         | Decesion Makers<br>Father and Brother in law |  |
| Company Address<br>Madhapur                                                                     |                                                  |                                                             | Company Details<br>Software development |                                              |  |
| Smart Text                                                                                      |                                                  |                                                             |                                         |                                              |  |
| Customer booked flat F-502                                                                      |                                                  |                                                             |                                         |                                              |  |
| Customer Query                                                                                  |                                                  |                                                             |                                         |                                              |  |
| Project completion and pollution of NFC                                                         |                                                  |                                                             |                                         |                                              |  |
| Customer Special Requirments                                                                    |                                                  |                                                             |                                         |                                              |  |
| Pooja room in 1360 sft flat.                                                                    |                                                  |                                                             |                                         |                                              |  |
| Remarks                                                                                         |                                                  |                                                             |                                         |                                              |  |
| Customer interested in west facing f block                                                      |                                                  |                                                             |                                         |                                              |  |
| Call/Entry<br>Date                                                                              | Call Details                                     |                                                             |                                         |                                              |  |
| 16-06-2020                                                                                      | Call Made By :                                   |                                                             | Call Type : NA                          |                                              |  |
| 19-06-2020                                                                                      | OutCome Of Call :                                |                                                             |                                         |                                              |  |
|                                                                                                 | Next Call Date : 20-06-2020                      |                                                             |                                         |                                              |  |
|                                                                                                 | Target Of Call : first call detail to be entered |                                                             |                                         |                                              |  |