

Customer Information Sheet

ID : 90506 Old CIS No : CIS Date : 20-03-2018		Company	Own Business-Real Estate
Prepared By : Naveena / Assigned To : Naveena / Reassigned To : Naveena		Business	
Customer Name And Address Sridhar/Sunitha Snehapuri colony, Nacharam, Hyderabad.		Designation	Proprietor
		Home Phone	
		Work Phone	
		Mobile	9652014872/9440486411
		Fax	
		Email	sunithapantam@gmail.com / machasridhargoud@gmail.com
For Project Mayflower Grande	Projects Visited MFG & Vista Homes	Projects Liked MFG	Interested In E-102
Enquiry Source Hoarding board	Enquiry Type Walk-in	Lead Status SaleClosed	Prospect Status Excellent
Brochure Sent Yes	Executive Meet Customer Yes	Visiting Card No	Customer Visit Site Yes
Company Type Other	Spouse Company Kendriya Vidyalaya-Uppal	Purpose Self Use	Investment Details Insurance Policies, business and other.
Housing Loan Required Yes	Amount Required 80%	Pre-sanctioned Obtained No	Referred To Bank Yes
Discount Expected	Discount Offered	Site Visit With Family	Bank Name HDFC
Customer Requirement 3BHK	Home Town Hyderabad	Other Info Looking property in gated community near to spouse work place Uppal.	Decesion Makers Family
Company Address Hyderabad		Company Details Real Estate	
Smart Text Looking 3bhk flat with east facing (ground floor). Want some time to decide. Not lifting, sent SMS. No response for SMS and phone call, if interested he will get back for Vista Homes 3bhk.			
Customer Query About monthly maintenance charges?			
Customer Special Requirments Ready to occupy 3bhk flat.			
Remarks Looking 3bhk flat with east facing (ground floor). Want some time to decide. Not lifting, sent SMS. No response for SMS and phone call, if interested he will get back for Vista Homes 3bhk. Vista Homes is far from spouse work place, so dropping the plan. Given MFG mortgaged flats pricing details. Visited with his wife and selected E-102 (3bhk). Negotiation done and cheque collected.			

Call/Entry Date

Call Details

20-03-2018 Call Made By :

Call Type : NA

20-03-2018 OutCome Of Call :

Next Call Date : 21-03-2018

Target Of Call : first call detail to be entered

20-03-2018 Call Made By : Naveena

Call Type : Site Visit

20-03-2018 OutCome Of Call : Want some time to discuss with his family for 9th floor 3bhk.

Next Call Date : 23-03-2018

Target Of Call : Know his opinion for 9th floor 3bhk.

23-03-2018 Call Made By : Naveena

Call Type : Phone

23-03-2018 OutCome Of Call : Said interested at Vista Homes.

Next Call Date : 26-03-2018

Target Of Call : Give a call for Vista Homes site visit to select 3bhk.

30-03-2018 Call Made By : Naveena

Call Type : Phone

30-03-2018 OutCome Of Call : Busy with personal works.

Next Call Date : 01-04-2018

Target Of Call : Trying to visit Vista Homes to select 3bhk.

04-04-2018 Call Made By : Naveena

Call Type : Phone

04-04-2018 OutCome Of Call : Looking best discount for 3bhk.

Next Call Date : 05-04-2018

Target Of Call : Coming for site visit to select 3bhk.

07-04-2018 Call Made By : Naveena

Call Type : Phone

07-04-2018 OutCome Of Call : Not lifting.

Next Call Date : 08-04-2018

Target Of Call : Try again and convince for site visit to select 3bhk.

11-04-2018 Call Made By : Naveena

Call Type : Phone

11-04-2018 OutCome Of Call : Not lifting, sent SMS.

Next Call Date : 13-04-2018

Target Of Call : If any response for SMS, know his decision for Vista Homes 3bhk.

17-04-2018 Call Made By : Naveena

Call Type : Phone

17-04-2018 OutCome Of Call : Not lifting.

Next Call Date : 17-04-2018

Target Of Call : No response for SMS and phone call, if interested he will get back for Vista Homes 3bhk. Made dormant.

23-10-2018 Call Made By : Naveena

Call Type : Site Visit

23-10-2018 OutCome Of Call : Visited with his wife and selected E-102 (3bhk).

Next Call Date : 23-10-2018

Target Of Call : Negotiation done and cheque collected E-102 (3bhk). Sale closed.