

## Customer Information Sheet

|                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                             |                               |                                                     |
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| ID : 90103      Old CIS No :      CIS Date : 21-02-2018                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                             | Company      ADP              |                                                     |
| Prepared By : Vasundhara / Assigned To : Vasundhara /<br>Reassigned To : Vasundhara                                                                                                                                                                                                                                                                                                                                                                |                                                                                                                                                                                                                                                                                                                                                             | Business                      |                                                     |
| <b>Customer Name And Address</b><br><br>Mr. Abhishek Chakravarty / Mr. Rahul Chakravarty<br>1-5-469/6/2, Ayappanagar, Old Alwal, Secunderabad - 500010                                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                             | Designation                   | Sr. Manager                                         |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                             | Home Phone                    | 9989093456 ( Rahul )                                |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                             | Work Phone                    |                                                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                             | Mobile                        | 9866335949                                          |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                             | Fax                           |                                                     |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                                                                                                                                                                                                                                                                                                                                             | Email                         | chakravarty.abhi@gmail.com                          |
| For Project<br>Villa Orchids                                                                                                                                                                                                                                                                                                                                                                                                                       | Projects Visited<br>VOC and other projects near<br>Alwal / Bollaram                                                                                                                                                                                                                                                                                         | Projects Liked<br>VOC         | Interested In<br>147 sq yds. C2 Villa               |
| Enquiry Source<br>Email / Website                                                                                                                                                                                                                                                                                                                                                                                                                  | Enquiry Type<br>Walk-in                                                                                                                                                                                                                                                                                                                                     | Lead Status<br>SaleClosed     | Prospect Status<br>Excellent                        |
| Brochure Sent<br>Yes                                                                                                                                                                                                                                                                                                                                                                                                                               | Executive Meet Customer<br>Yes                                                                                                                                                                                                                                                                                                                              | Visiting Card<br>No           | Customer Visit Site<br>Yes                          |
| Company Type<br>MNC                                                                                                                                                                                                                                                                                                                                                                                                                                | Spouse Company<br>House wife                                                                                                                                                                                                                                                                                                                                | Purpose<br>Self Use           | Investment Details<br>Insurance policies and others |
| Housing Loan Required<br>Yes                                                                                                                                                                                                                                                                                                                                                                                                                       | Amount Required<br>80%                                                                                                                                                                                                                                                                                                                                      | Pre-sanctioned Obtained<br>No | Referred To Bank<br>Yes                             |
| Discount Expected<br>Yes                                                                                                                                                                                                                                                                                                                                                                                                                           | Discount Offered<br>No                                                                                                                                                                                                                                                                                                                                      | Site Visit With<br>Alone      | Bank Name<br>SBI, HDFC, PNB, ICICI, AGIF            |
| Customer Requirement<br>3BHK                                                                                                                                                                                                                                                                                                                                                                                                                       | Home Town<br>HYDERABAD                                                                                                                                                                                                                                                                                                                                      | Other Info                    | Decision Makers<br>Self and family                  |
| Company Address<br>HITEC city                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                             | Company Details<br>Software   |                                                     |
| Smart Text                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                                                                                                                                                                                                                                                                                                                                             |                               |                                                     |
| Customer booked Villa No. 41 of 147 sq yds. C2 type Villa on 25-02-2018. Customers shifted from Villa Nos. 40 & 41 to Villa Nos. 113 & 283. Sale Closed on 25-02-2018.                                                                                                                                                                                                                                                                             |                                                                                                                                                                                                                                                                                                                                                             |                               |                                                     |
| Customer Query                                                                                                                                                                                                                                                                                                                                                                                                                                     |                                                                                                                                                                                                                                                                                                                                                             |                               |                                                     |
| Customer Special Requirements                                                                                                                                                                                                                                                                                                                                                                                                                      |                                                                                                                                                                                                                                                                                                                                                             |                               |                                                     |
| Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                            |                                                                                                                                                                                                                                                                                                                                                             |                               |                                                     |
| Visited site with his brother who is working for Glen Mark pharma. Inquired about project details. Given project info. Shown Model Villas. Both are interested in 147 sq. yds. C2 type Villa side by side by Villas. Will decide in 2 -3 days. Requested for final pricing. Customer booked Villa No. 41 of 147 sq yds. C2 type Villa on 25-02-2018. Sale Closed on 25-02-2018. Customers shifted from Villa Nos. 40 & 41 to Villa Nos. 113 & 283. |                                                                                                                                                                                                                                                                                                                                                             |                               |                                                     |
| Call/Entry Date                                                                                                                                                                                                                                                                                                                                                                                                                                    | Call Details                                                                                                                                                                                                                                                                                                                                                |                               |                                                     |
| 21-02-2018                                                                                                                                                                                                                                                                                                                                                                                                                                         | Call Made By :      Call Type : NA                                                                                                                                                                                                                                                                                                                          |                               |                                                     |
| 21-02-2018                                                                                                                                                                                                                                                                                                                                                                                                                                         | OutCome Of Call :<br>Next Call Date : 22-02-2018<br>Target Of Call : first call detail to be entered                                                                                                                                                                                                                                                        |                               |                                                     |
| 22-02-2018                                                                                                                                                                                                                                                                                                                                                                                                                                         | Call Made By : Vasundhara      Call Type : Email                                                                                                                                                                                                                                                                                                            |                               |                                                     |
| 22-02-2018                                                                                                                                                                                                                                                                                                                                                                                                                                         | OutCome Of Call : Visited site with his brother who is working for Glen Mark pharma. Inquired about project details. Given project info. Shown Model Villas. Both are interested in 147 sq. yds. C2 type Villa side by side by Villas. Will decide in 2 -3 days. Requeste<br>Next Call Date : 26-02-2018<br>Target Of Call : To know customer final opinion |                               |                                                     |
| 26-02-2018                                                                                                                                                                                                                                                                                                                                                                                                                                         | Call Made By : Vasundhara      Call Type : Phone                                                                                                                                                                                                                                                                                                            |                               |                                                     |
| 27-02-2018                                                                                                                                                                                                                                                                                                                                                                                                                                         | OutCome Of Call : Customer visited site with his brother and Booked Villa No. 41 of 147 sq yds. C2 type Villa on 25-02-2018. Sale Closed on 25-02-2018.<br>Next Call Date : 26-02-2018<br>Target Of Call : Customer booked Villa No. 41 of 147 sq yds. C2 type Villa on 25-02-2018. Sale Closed on 25-02-2018.                                              |                               |                                                     |