

Customer Information Sheet

ID : 87920 Old CIS No : CIS Date : 15-10-2017		Company : Focus Tours & Travels	
Prepared By : Vasundhara / Assigned To : Vasundhara / Reassigned To : Vasundhara		Business : Travel Insurance	
Customer Name And Address Mr. Ramesh Acharya (IEC) B102, Gulmohar, Mallapur, Hyderabad		Designation : Owner	
		Home Phone :	
		Work Phone :	
		Mobile : 9849792497	
		Fax :	
		Email : rao107@gmail.com	
For Project Villa Orchids	Projects Visited	Projects Liked	Interested In
Enquiry Source Email / Website	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 -	Spouce Company	Purpose -	Investment Details
Housing Loan Required No	Amount Required	Pre-sanctioned Obtained No	Reffered To Bank No
Discount Expected	Discount Offered	Site Visit With Not Visited	Bank Name
Customer Requirment	Home Town	Other Info	Decesion Makers
Company Address		Company Details	
Smart Text			
Customer booked Villa No. 212 C1 type 147 sq yds. on 28-10-2017. Shifted to Villa No. 97. Sale closed on 28-10-2017			
Customer Query			
Customer Special Requirments			
Remarks			
Visited site with his family. Inquired about project details. Given project info. Shown Model Villa. Looking for 147 sq yds. C1 Villa. Met Manager took pricing also. He will decide and get back us in one week. Visited site again with family on Sunday evening and selected Villa no. 212 of 147 sq yds. C1 Villa. Planning to visit site again this weekend on Saturday or Sunday to close booking. Customer shifted to Villa No. 97 from 212. Customer booked Villa No. 212 C1 type 147 sq yds. on 28-10-2017. Sale closed on 28-10-2017			

Call/Entry Date	Call Details	Call Type
15-10-2017	Call Made By :	Call Type : NA
15-10-2017	OutCome Of Call :	
	Next Call Date : 16-10-2017	
	Target Of Call : first call detail to be entered	
16-10-2017	Call Made By : Vasundhara	Call Type : EMAIL
20-10-2017	OutCome Of Call : Visited site with his family. Inquired about project details. Given project info. Shown Model Villa. Looking for 147 sq yds. C1 Villa. Met Manager took pricing also. He will decide and get back us in one week. Sent thank you email	
	Next Call Date : 21-10-2017	
	Target Of Call : Call back customer to provide further details	
21-10-2017	Call Made By : Vasundhara	Call Type : Phone
23-10-2017	OutCome Of Call : Customer planning to visit site again on Sunday 22nd Oct to select Villa and to discuss with Manager regarding queries and to finalize	
	Next Call Date : 23-10-2017	
	Target Of Call : To know customer opinion	
23-10-2017	Call Made By : Vasundhara	Call Type : Phone
23-10-2017	OutCome Of Call : Visited site again with family on Sunday evening and selected Villa no. 212 of 147 sq yds. C1 Villa. Planning to visit site again this weekend on Saturday or Sunday to close booking	

Next Call Date : 28-10-2017

Target Of Call : To finalize booking

28-10-2017 Call Made By : Vasundhara

Call Type : Site Visit

29-10-2017 OutCome Of Call : Customer booked Villa No. 212 C1 type 147 sq yds. on 28-10-2017. Sale closed on 28-10-2017

Next Call Date : 28-10-2017

Target Of Call : Customer booked Villa No. 212 C1 type 147 sq yds. on 28-10-2017. Sale closed on 28-10-2017