

## Customer Information Sheet

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|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------|-------------------------------------|------------------------------------------------------------|
| ID : 85922    Old CIS No :    CIS Date : 13-07-2017                                                                                                                                                                                                                                                                                                                                                                                                                                    |                                          | Company : Pharmaceutical Shop       |                                                            |
| Prepared By : Vasundhara / Assigned To : Vasundhara /<br>Reassigned To : Vasundhara                                                                                                                                                                                                                                                                                                                                                                                                    |                                          | Business :                          |                                                            |
| Customer Name And Address<br><br>Mr. Kiran Macha / Mrs. Suvarna Vemulla<br>1-4-27/71/204, Padmashali Colony, Gandhinagar, Hyderabad - 500080                                                                                                                                                                                                                                                                                                                                           |                                          | Designation : Owner                 |                                                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                          | Home Phone : 9676251309             |                                                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                          | Work Phone : 9449700517             |                                                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                          | Mobile : 8197554622                 |                                                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                          | Fax :                               |                                                            |
|                                                                                                                                                                                                                                                                                                                                                                                                                                                                                        |                                          | Email : machakiran@gmail.com        |                                                            |
| For Project<br>Villa Orchids                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Projects Visited<br>VOC                  | Projects Liked<br>VOC               | Interested In<br>3bhk 180 sq yds. B1 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>Other                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | Spouce Company<br>Govt Employee - Doctor | Purpose<br>Self Use                 | Investment Details<br>Plots, 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                          | Decesion Makers<br>Self and family                         |
| Company Address<br>Gandhinagar, Musheerabad, Hyderabad                                                                                                                                                                                                                                                                                                                                                                                                                                 |                                          | Company Details<br>Pharma medicines |                                                            |
| Smart Text                                                                                                                                                                                                                                                                                                                                                                                                                                                                             |                                          |                                     |                                                            |
| Booking taken for Villa No. 85 of 180 sq yds. B1 Villa on 19-07-2017. Booking form signed on 19-07-2017                                                                                                                                                                                                                                                                                                                                                                                |                                          |                                     |                                                            |
| Customer Query                                                                                                                                                                                                                                                                                                                                                                                                                                                                         |                                          |                                     |                                                            |
| Customer Special Requirments                                                                                                                                                                                                                                                                                                                                                                                                                                                           |                                          |                                     |                                                            |
| Remarks                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                                          |                                     |                                                            |
| Visited site. Inquired about project details. Given project info. Looking for 180 sq yds B1 Villa . Planning to visit site again on Saturday or Sunday evening with family to select Villa. Visited site again on Sunday met Manager. Given pricing. Selected B1 Villa No. 85 of 180 sq yds. Booking amount Cheque will be issued on Wednesday ( 19th July ). Booking taken for Villa No. 85 of 180 sq yds. B1 Villa. and Booking form signed on 19-07-2017. Sale Closed on 19-07-2017 |                                          |                                     |                                                            |

| Call/Entry Date | Call Details                                                                                                                                                                                                                      |                   |
|-----------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------|
| 13-07-2017      | Call Made By :                                                                                                                                                                                                                    | Call Type : NA    |
| 13-07-2017      | OutCome Of Call :                                                                                                                                                                                                                 |                   |
|                 | Next Call Date : 14-07-2017                                                                                                                                                                                                       |                   |
|                 | Target Of Call : first call detail to be entered                                                                                                                                                                                  |                   |
| 14-07-2017      | Call Made By : Vasundhara                                                                                                                                                                                                         | Call Type : EMail |
| 13-07-2017      | OutCome Of Call : Visited site. Inquired about project details. Given project info. Looking for 180 sq yds B1 Villa . Planning to visit site again on Saturday evening with family to select Viilla. Sent thank you email         |                   |
|                 | Next Call Date : 17-07-2017                                                                                                                                                                                                       |                   |
|                 | Target Of Call : Call back customer to provide further details                                                                                                                                                                    |                   |
| 17-07-2017      | Call Made By : Vasundhara                                                                                                                                                                                                         | Call Type : Phone |
| 17-07-2017      | OutCome Of Call : Visited site again on Sunday met Manager. Given pricing. Selected B1 Villa No. 85 of 180 sq yds. Booking amount Cheque will be jssued on Wednesday morning ( 18th July ) which is a auspicious day for customer |                   |
|                 | Next Call Date : 19-07-2017                                                                                                                                                                                                       |                   |
|                 | Target Of Call : To complete booking formalities                                                                                                                                                                                  |                   |
| 19-07-2017      | Call Made By : Vasundhara                                                                                                                                                                                                         | Call Type : Phone |
| 19-07-2017      | OutCome Of Call : Booking taken for Villa No. 85 of 180 sq yds. B1 Villa. and Booking form signed on 19-07-2017. Sale Closed on 19-07-2017                                                                                        |                   |

Next Call Date : 19-07-2017

Target Of Call : Booking taken for Villa No. 85 of 180 sq yds. B1 Villa. and Booking form signed on 19-07-2017. Sale Closed on 19-07-2017

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