

Customer Information Sheet

ID : 89681	Old CIS No :	CIS Date : 21-01-2018	Company	Network company (E Connect)
Prepared By : Vasundhara / Assigned To : Vasundhara / Reassigned To : Vasundhara			Business	
Customer Name And Address Mr. Subhash Kumar Alwal, Secunderabad			Designation	Owner
			Home Phone	8123557627
			Work Phone	7981140163
			Mobile	8762386916 / 9538281927
			Fax	
			Email	econnectsubhash@gmail.com
For Project Villa Orchids	Projects Visited VOC and other projects near Alwal / Bollarum	Projects Liked VOC	Interested In 3bhk 180 sq yds. B2 Villa	
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 Other	Spouce Company Housewife	Purpose Self Use	Investment Details Insurance policies and others	
Housing Loan Required Yes	Amount Required 80%	Pre-sanctioned Obtained No	Reffered To Bank Yes	
Discount Expected Yes	Discount Offered No	Site Visit With Family	Bank Name SBI, HDFC, PNB, ICICI, AGIF	
Customer Requirment 3BHK	Home Town HYDERABAD	Other Info	Decesion Makers Self and family	
Company Address Secunderabad			Company Details Network	
Smart Text Customer booked Villa No. 254 of 180 sq yds. B2 type on 28-01-2018. Sale Closed on 28-01-2018				
Customer Query				
Customer Special Requirments				
Remarks Visited site with family. Inquired about project details. Given project info. Shown Model Villa. Interested in 180 sq yds. B2 Villa. Want to visit KNM and again VOC on Sunday. After visiting both site again he will decide. Visited KNM and VOC sites again on Sunday. Not interested in KNM. Interested in 114 sq yds / 180 sq yds. Villa. Coming again on Friday 26th Jan,18 to select Villa and finalize the deal Customer visited site on friday 26th and issued Booking amount cheque for Villa No. 254 of 180 sq. yds. B2 type. Planning to visit site again on Sunday 28th to complete booking formalities. Customer booked Villa No. 254 of 180 sq yds. B2 type on 28-01-2018. Sale Closed on 28-01-2018				
Call/Entry Date	Call Details			
21-01-2018	Call Made By :		Call Type : NA	
21-01-2018	OutCome Of Call :			
	Next Call Date : 22-01-2018			
	Target Of Call : first call detail to be entered			
21-01-2018	Call Made By : Vasundhara		Call Type : Site Visit	
24-01-2018	OutCome Of Call : Visited site with family. Inquired about project details. Given project info. Shown Model Villa. Interested in 180 sq yds. B2 Villa. Want to visit KNM and again VOC on Sunday. After visiting both site again he will decide.			
	Next Call Date : 23-01-2018			
	Target Of Call : Call back customer to provide further details			
23-01-2018	Call Made By : Vasundhara		Call Type : EMail	
24-01-2018	OutCome Of Call : Sent thank you email. Visited KNM and VOC sites again on Sunday. Not interested in KNM. Interested in 114 sq yds / 180 sq yds. Villa. Coming again on Friday 26th Jan,18 to select Villa and finalize the deal			
	Next Call Date : 27-01-2018			
	Target Of Call : To know customer opinion			

Call Type : Phone

27-01-2018 Call Made By : Vasundhara
27-01-2018 OutCome Of Call : Customer visited site on friday 26th and issued Booking amount cheque for Villa No. 254 of 180 sq. yds. B2 type. Planning to visit site again on Sunday 28th to complete booking formalities.
Next Call Date : 29-01-2018
Target Of Call : To complete booking formalities

Call Type : Phone

29-01-2018 Call Made By : Vasundhara
28-01-2018 OutCome Of Call : Customer booked Villa No. 254 of 180 sq yds. B2 type on 28-01-2018. Sale Closed on 28-01-2018
Next Call Date : 29-01-2018
Target Of Call : Customer booked Villa No. 254 of 180 sq yds. B2 type on 28-01-2018. Sale Closed on 28-01-2018