

Customer Profile Info
Personal Details

Title	First Name	Last Name	Customer Full Name
MR	Dutta Bala	Koteswara Rao	Dutta Bala Koteswara Rao
Date of Birth (DOB)	Marital Status	Customer ID	Created Date
15 Aug 1969	Married	7294	25 Jan 2021
Spouse Title	First Name	Last Name	Spouse Full Name
MRS	D	Lavanya	D Lavanya
DOB Spouse	Anniversary Date		

Status And Assignment Details

Customer Status	Lead Status	Prospect Status	Contact Type
Lead	Sale Closed	Excellent	Site Visit
Source of Enquiry	Broucher Sent/Given	Visit Card Obtained	Executive Meet Customer
Old Customer	Yes	yes	yes
Customer Visited Site	Smart Summary	Prepared By	Assigned To
yes	Booked flat no 422 at BRGV on 27-01-2021. Sale Closed.	Suresh M	Suresh M
Re Assigned To	Remarks		
Suresh M	Booked flat no 422 at BRGV on 27-01-2021, Sale Closed.		

Occupation Details

Bussiness/Occupation Profession	Company Type	Company Name	Designation	Company Address
Occupation	Other	LIC of India	Managet	

Communication Details

Address		Code		Primary Mobile Number			Email		
Work Phone Number		Home Phone Number		Alt mobile Number			Other		
SNo	Address Type	Address Line 1	Address Line 2	Address Line 3	City	State	Country	Pincode	Primary
1	Home - Present	Flat No 413 B Block, Sonata Apartments,	Vidyanagar,		Hyderabad	TG	ind	500044	Yes
SNo	Phone Type		Code	Phone Number				Primary	
1	Mobile			7680849875				Yes	

SNo	Email Type	Email Address	Primary
1	Personal	dbkoteswararao@licindia.com	Yes

Project Investment & Interest Details

Purpose	Investment Dtls	Site Visited With	Customer Requirement
Investment	Villa at KNM	Family	2 BHK - Flat
Projects Visited	Projects Liked	Projects Interested	Discount Expected
Discount Offered	Queries	Special Requirements	Home Town
No			Machilipatnam
Other Information	Decision Makers		
	Self and family		
Project Name	Block Name	Unit No	Liked
Bloomdale Residency at Genome Valley	A	422	Yes
Visited	Interested		
Yes	Yes		

Customer Calls

Made By	Type Of Call	Call Date	Outcome Of Call	Next Call Date	Next Call Time	Target	Shall Remind
Suresh M	Phone	25 Jan 2021	Other	26 Jan 2021	09:30:00	Other	Yes

*** The End ***