

**Customer Profile Info**
**Personal Details**

| Title               | First Name       | Last Name   | Customer Full Name |
|---------------------|------------------|-------------|--------------------|
| MR                  | Murali Krishna   | T           | Murali Krishna T   |
| Date of Birth (DOB) | Marital Status   | Customer ID | Created Date       |
| 25 Jan 1979         | Married          | 1556        | 29 Jul 2020        |
| Spouse Title        | First Name       | Last Name   | Spouse Full Name   |
| MRS                 | Hymavathi        |             | Hymavathi          |
| DOB Spouse          | Anniversary Date |             |                    |
| 27 Jun 1984         | 19 Mar 2008      |             |                    |

**Status And Assignment Details**

| Customer Status       | Lead Status                                                                                          | Prospect Status     | Contact Type            |
|-----------------------|------------------------------------------------------------------------------------------------------|---------------------|-------------------------|
| Lead                  | Sale Closed                                                                                          | Excellent           | Off site meeting        |
| Source of Enquiry     | Broucher Sent/Given                                                                                  | Visit Card Obtained | Executive Meet Customer |
| Walk-in               | Yes                                                                                                  | No                  | yes                     |
| Customer Visited Site | Smart Summary                                                                                        | Prepared By         | Assigned To             |
| yes                   | he is interested in 2 bhk 1060 sft.                                                                  | Laxmikanth A        | Laxmikanth A            |
| Re Assigned To        | Remarks                                                                                              |                     |                         |
| Anand Kishore         | RFB done for Flat no A -506 2 bhk as per SPECIAL INAUGURAL OFFER. PPt NO A 102. Old cis no is 99020. |                     |                         |

**Occupation Details**

| Bussiness/Occupation Profession | Company Type | Company Name        | Designation | Company Address    |
|---------------------------------|--------------|---------------------|-------------|--------------------|
| Medical                         | Shop         | Maheshwari Medicals | Proprietor  | Mallapur,Hyderabd. |

**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 | 3-1-167/186, plor no 186, Road no 5 S. | krishna Nagar, H B colony,  | Moualali.             | hyderabad | TG    | ind     | 500040  | Yes     |
| SNo               |                | Phone Type                             | Code                        | Phone Number          |           |       |         | Primary |         |
| 1                 |                | Mobile                                 |                             | 9849436687            |           |       |         | Yes     |         |
| SNo               |                | Email Type                             | Email Address               |                       |           |       |         | Primary |         |
| 1                 |                | Personal                               | muralikrishna0685@gmail.com |                       |           |       |         | Yes     |         |

**Project Investment & Interest & Visit Details**

| Purpose           |            |         | Investment Dtls            |                | Site Visited With    |              |       | Customer Requirement |            |           |  |
|-------------------|------------|---------|----------------------------|----------------|----------------------|--------------|-------|----------------------|------------|-----------|--|
| Investment        |            |         | insurance policys and gold |                | Family               |              |       | 3 BHK - Flat         |            |           |  |
| Projects Visited  |            |         | Projects Liked             |                | Projects Interested  |              |       | Discount Expected    |            |           |  |
| Discount Offered  |            |         | Queries                    |                | Special Requirements |              |       | Home Town            |            |           |  |
| NA                |            |         | NA                         |                | 2 BHK FOR in ESR.    |              |       | Hyderabad            |            |           |  |
| Other Information |            |         | Decision Makers            |                |                      |              |       |                      |            |           |  |
| NA                |            |         | family                     |                |                      |              |       |                      |            |           |  |
| Project Name      | Block Name | Unit No | Quoted Price               | Expected Price | Visited Date         | Visited Time | Liked | Visited              | Interested | Is Active |  |
| No Entries        |            |         |                            |                |                      |              |       |                      |            |           |  |

**Customer Calls**

| Made By      | Type Of Call | Call Date   | Outcome Of Call                 | Next Call Date | Next Call Time | Target                                        | Shall Remind |
|--------------|--------------|-------------|---------------------------------|----------------|----------------|-----------------------------------------------|--------------|
| Laxmikanth A |              | 29 Jul 2020 | Other                           | 30 Jul 2020    | 09:30:00       | Other                                         | Yes          |
| Laxmikanth A | Phone        | 16 Aug 2020 | Out of Station                  | 17 Oct 2020    | 09:30:00       | Call back customer for arranging site visits  | Yes          |
| Laxmikanth A | Phone        | 17 Oct 2020 | Met Customer at site            | 25 Dec 2020    | 11:30:00       | Site visit with his family members.           | Yes          |
| Laxmikanth A | Phone        | 26 Dec 2020 | Met customer at his office/home | 25 Jan 2021    | 09:30:00       | Call back customer for arranging site visits  | Yes          |
| Laxmikanth A | Phone        | 25 Jan 2021 | Met Customer at site            | 25 Feb 2021    | 09:30:00       | Call back customer to provide further details | Yes          |
| Laxmikanth A | Phone        | 08 Mar 2021 | Met Customer at site            | 08 Apr 2021    | 09:30:00       | Call back customer to provide further details | Yes          |
| Laxmikanth A | Phone        | 05 Apr 2021 | Met Customer at site            | 15 May 2021    | 09:30:00       | Call back customer to provide further details | Yes          |
| Laxmikanth A | Phone        | 18 May 2021 | Met Customer at site            | 05 Jun 2021    | 09:30:00       | Call back customer to provide further details | Yes          |
| Laxmikanth A | Phone        | 13 Jun 2021 | Met Customer at site            | 04 Jul 2021    | 04:30:00       | Call back customer to provide further details | Yes          |

**Purchase Property Details**

| Project Name    | Block Name | Unit No | Booking Date | Remarks |
|-----------------|------------|---------|--------------|---------|
| Nilgiri Heights | A          | 608     | 20 Jun 2021  |         |

**Customer Property Summary**

| Project Name    | Block No - Unit No | Unit Area (Square Area) | Land Area (Square Yards) | Customer Name    |
|-----------------|--------------------|-------------------------|--------------------------|------------------|
| Nilgiri Heights | A - 608            | 1425                    | 42.86                    | Murali Krishna T |
| Sale Amount     | Total Other Amount | Total Amount            | Total Received           | Balance          |

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