

### Customer Profile Info

#### Personal Details

| Title               | First Name       | Last Name   | Customer Full Name |
|---------------------|------------------|-------------|--------------------|
| MR                  | Bongu            | Raja rao    | Bongu Raja rao     |
| Date of Birth (DOB) | Marital Status   | Customer ID | Created Date       |
|                     | Married          | 4594        | 02 Nov 2020        |
| Spouse Title        | First Name       | Last Name   | Spouse Full Name   |
|                     |                  |             |                    |
| DOB Spouse          | Anniversary Date |             |                    |
|                     |                  |             |                    |

#### Status And Assignment Details

| Customer Status       | Lead Status             | Prospect Status     | Contact Type            |
|-----------------------|-------------------------|---------------------|-------------------------|
| Lead                  | Dead                    | Good                | Phone Call              |
| 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                   | Looking 2bhk Investment | Suresh M            | Suresh M                |
| Re Assigned To        | Remarks                 |                     |                         |
| Suresh M              | Looking 2bhk Investment |                     |                         |

#### Occupation Details

| Bussiness/Occupation Profession | Company Type | Company Name | Designation         | Company Address    |
|---------------------------------|--------------|--------------|---------------------|--------------------|
| Central Govt                    | Govt         | Singereni    | Retired Superdinent | Singeni Karimnagar |

#### 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 | Villa No 58 Bloomdale | Shamirpet         | Hyderabad               | HYDERABAD             | TG    | ind     | 500056  | Yes     |
| SNo               |                | Phone Type            |                   | Code                    | Phone Number          |       |         | Primary |         |
| 1                 |                |                       |                   |                         | 8309841437            |       |         | Yes     |         |
| SNo               |                | Email Type            |                   | Email Address           |                       |       |         | Primary |         |
| 1                 |                | Personal              |                   | rajarao.bongu@gmail.com |                       |       |         | Yes     |         |

## Project Investment &amp; Interest &amp; Visit Details

| Project Investment & Interest & Visited Details |            |         |                 |                |                      |              |       |                      |            |           |
|-------------------------------------------------|------------|---------|-----------------|----------------|----------------------|--------------|-------|----------------------|------------|-----------|
| Purpose                                         |            |         | Investment Dtls |                | Site Visited With    |              |       | Customer Requirement |            |           |
| Investment                                      |            |         |                 |                | Family               |              |       | 2 BHK - Flat         |            |           |
| Projects Visited                                |            |         | Projects Liked  |                | Projects Interested  |              |       | Discount Expected    |            |           |
|                                                 |            |         |                 |                |                      |              |       |                      |            |           |
| Discount Offered                                |            |         | Queries         |                | Special Requirements |              |       | Home Town            |            |           |
|                                                 |            |         |                 |                |                      |              |       |                      |            |           |
| Other Information                               |            |         | Decision Makers |                |                      |              |       |                      |            |           |
|                                                 |            |         | Self            |                |                      |              |       |                      |            |           |
| 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 |
|----------|--------------|-------------|--------------------------------------|----------------|----------------|----------------------------------------------|--------------|
| Suresh M |              | 02 Nov 2020 | Other                                | 03 Nov 2020    | 09:30:00       | Other                                        | Yes          |
| Suresh M | Phone        | 03 Nov 2020 | Customer did not picked up the phone | 15 Nov 2020    | 09:30:00       | Site visit with his family members.          | Yes          |
| Suresh M | Phone        | 17 Nov 2020 | Customer did not picked up the phone | 20 Nov 2020    | 09:30:00       | Call back customer for arranging site visits | Yes          |
| Suresh M | Phone        | 21 Nov 2020 | Customer did not picked up the phone | 05 Dec 2020    | 09:30:00       | Site visit with his family members.          | Yes          |
| Suresh M | Phone        | 17 Dec 2020 | Customer not interested              | 17 Dec 2020    | 09:30:00       | To check his phone is working                | Yes          |

\*\*\* The End \*\*\*