

Enquiry Number

Enq. Date

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Attended by: _____

About Yourself

Title Mr. Mrs. Ms. Dr. Others _____

Enquire's Name

FIRST NAME

MIDDLE NAME/INITIAL

LAST NAME

Current Address (* Mandatory)

No.

Location*

City*

Pin Code*

State*

Country*

STD Code

Telephone

Mobile*

E-mail (Personal)*

Gender* M F

Age*

Marital Status Single Married

Occupation* Salaried Self-Employed House Wife Retiree

Preferred time to contact Morning Afternoon Evening

Source of Funds* Self Loan

About Work (Note: If Retiree Please give last Organization Details)

PAN / GIR No.*

Gross Annual Income*

 .

Other Income (Eg if Teacher, Income from Tuition)

 .

PAN CARD Yes No

Company Name*

Office Address Tick if same as Current Address (* Mandatory)

No.

Location*

City*

Pin Code*

State*

Country*

STD Code

Telephone

Extn: No

Mobile*

E-mail (Official)*

Designation*

Years in Current Occupation / Business Total Years in Occupation / Business

Preferred Mailing Address: Current Address Permanent Address Office Address

Customer's Signature _____

Please give us your Valuable Response

- Is this the first home you are Purchasing? Yes No
- Preference of Apartment 1 BHK 2 BHK 3 BHK
- Purpose of Enquiry Own Use Investment Rental
- Amenities & Facilities showcased Excellent Good Average
- Connectivity & Location of the Project Excellent Good Average
- Overall Site Visiting Experience Excellent Good Average

Feedback (if any)

Additional Information

- Current Residence Status*** Self Parents Rented Others **If Rented/PG (Monthly Rent)** _____
- How long have you been living at your current residence? < 1Yr 1-3 Yrs 3-7 Yrs > 7 Yrs
- Family Information*** Dependents Parents Children No. of Children 0 1 2 3 >3

Other Information NA in case of Housewives/student/retired employee

- Distance travelled (Kms) to reach your Office. <5 5-10 10-25 >25
- Time taken (Mins.) to reach your Office < 20 20-40 40-60 > 1 Hr
- Distance travelled (Kms) by your spouse to reach your Office. <5 5-10 10-25 >25
- Time taken (Mins.) by your spouse to reach your Office. < 20 20-40 40-60 > 1 Hr
- Which Newspaper do you read? Preferred Language? Publication: English _____ Regional _____
- Convenient EMI 20-25K 25-30K 30-35K 35-40K 40-45K 45-50K >50K

Sales Executive Feedback

- According to you, in how much time will the customer Book the Flat < 1 Week 1-2 Week 2 Weeks - 1 month 1-3 months NI
- What more can we do to help the Customer decide Favourably? _____

Sourced by Channel

Channel Group	Enquiry Source	Reference Details	First Source of Awareness (Mark One)
<input type="checkbox"/> Retail	<input type="checkbox"/> Out bound <input type="checkbox"/> Direct Field Sourcing	<input type="checkbox"/> If Customer reference Cust Name _____ Block No. _____ Ph. No. _____	<input type="checkbox"/> Leaflet <input type="checkbox"/> Kiosk <input type="checkbox"/> Event Based
<input type="checkbox"/> Corporate	<input type="checkbox"/> Inbound <input type="checkbox"/> Channel Partner	<input type="checkbox"/> If Employee reference, Emp. Name _____	<input type="checkbox"/> Hoarding <input type="checkbox"/> Portals <input type="checkbox"/> N. Paper Ads
<input type="checkbox"/> Channel Partners	<input type="checkbox"/> Portal <input type="checkbox"/> Newspaper	<input type="checkbox"/> If Channel Partner, Channel Partner Name _____	<input type="checkbox"/> Corporate <input type="checkbox"/> Website <input type="checkbox"/> SMS
<input type="checkbox"/> Other Channels	<input type="checkbox"/> Website <input type="checkbox"/> Direct Walk-in		<input type="checkbox"/> Direct Walk-in <input type="checkbox"/> E-mailer <input type="checkbox"/> Outbound Calls
	<input type="checkbox"/> SMS		<input type="checkbox"/> Ref. Employee <input type="checkbox"/> Ref. Others <input type="checkbox"/> Ref. Customer
	<input type="checkbox"/> Customers Reference		
	<input type="checkbox"/> Employee Reference		

Sales Executive Name: _____ Sales Manager Name: _____

Signature: _____ Signature: _____

Office Details (for office use only)