

Example lead sheet

Date 25.10. 26.10. 27.10.

Employee

Priorities A B C

Company Name Street City Country Telephone Fax Email	<input style="width: 100%; height: 30px;" type="text"/> Business card or address
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Customer segmentation

Key Account Interested Only Visit

Used products

Product 1 Product 3 Product 5 Other
 Product 2 Product 4 Product 6

Interest in

Segment 1 Segment 3 Segment 5 Other
 Segment 2 Segment 4 Segment 6

When is your next project planned?

0-3 months 4-6 months 7-12 months >1 year

What is your role in the decision making process?

Authorize Evaluate / Test Recommend Use None

Action required

Send info material Submit quotation
 Visit required Other

Remarks