

LEAD STATUS SUMMARY

SEPT 2023

DATE 10 TH OCT, 2023

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REPORT:	LEAD SUMMARY	TEAM 3- GM:	JOHAN HANNASBERG	TELE MANAGER:	ABHIRAMI
TYPE	STATUS	PAGE	3PAGE	FORMAT	PIVOT-PDF
MONTH	SEPTEMBER	FREQ	TOTAL	TEAM STRENGTH	

LEAD STATUS	
Total Leads	147
Attended	81
Follow-Up	16

LOCATION BREAK UP	
NRI	26
India other than Kerala	56
Kerala	65
	147

DISCUSSION DETAILS	
Zoom Done	12
Zoom Pending	5
Telephone Discussion	7
Direct Meet (CL)	5
Direct Meet (CO)	2

31

DISCUSSION DETAILS

ZOOM MEETING

Sno	DATE	NAME	REMARKS	SOURCE	AREA	LANGUAGE	TIME	PROJECT	TYPE	AMOUNT
1	12-09-2023	Mr. Yadhu Krishnan	Will discuss with family and get back.	FB	Hyderabad	Hindi	11.00 AM	Krixxxx, Munnar	Villa	₹ 1.5 Cr
2	12-09-2023	Mr. Joseph Francis	Site visit on 22nd Oct.	Exhibition	Palakkad	Malayalam	12.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 45 Lakh
3	14-09-2023	Mr. Shamsu	Token done	Old Leads	Chennai	Tamil	1.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 35 Lakh
4	15-09-2023	Mr. Jeffrey Jacob	Booked	Walkin	Kochi	Malayalam	2.00 PM	Krixxxx, Munnar	Villa	₹ 1.5 Cr
5	15-09-2023	Mr. Sami Murugan	Need another zoom meet on 16/9/23 10:30am	FB	Coimbatore	Malayalam	8.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 45 Lakh
6	16-09-2023	Mr. Fazil K Kareem	Within 6months only.	FB	Sharjah/ Malapuram	Malayalam	5.00 PM	Krixxxx, Munnar	Villa	₹ 1.5 Cr
7	16-09-2023	Mr. Sami Murugan	Booked	FB	Coimbatore	Malayalam	10.30.AM	Krixxxx, Munnar	Villa	₹ 1.5 Cr
8	21-09-2023	Mrs. Parveen	Under discussion	Old Leads	Oman/ Mavelikara	Malayalam	1.30.PM	Krixxxx, Munnar	Villa	₹ 1.5 Cr
9	27-09-2023	Miss. Pushpa	if interested will invest on november 16	Old Leads	Orissa	English	8.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 75 Lakh
10	27-09-2023	Mr. Unni Krishnan	Father not allowing. Meeting scheduled for next week	Old Leads	Dubai/ Thrissur	Malayalam	7.30. AM	Gatxxx, Divine, Kochi	Apartment	₹ 75 Lakh
11	29-09-2023	M/s. Happy Holidays (Shanthakumaran)	Follow up required	Insta	Delhi	English	4.30 PM	Gatxxx, Divine, Kochi	Apartment	₹ 75 Lakh
12	29-09-2023	Mr. Hasan Ali	Office visit next week	Insta	Vypin	Malayalam	10.00 AM	Gatxxx, Divine, Kochi	Apartment	₹ 75 Lakh

TELE DISCUSSION

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Sno	DATE	NAME	REMARKS	SOURCE	AREA	LANGUAGE	TIME	PROJECT	TYPE	AMOUNT
1	19-09-2023	Mr. Shamsudheen Tharayil	Will be visiting office next week	FB	Alapuzha	Malayalam	2.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 55 Lakh
2	13-09-2023	Mr. Rajeeesh Kumar	Call next month	Reference	Qatar	Malayalam		Gatxxx, Divine, Kochi	Apartment	₹ 55 Lakh
3	21-09-2023	Mr. Mohandas Mohan	under discussion	FB	Kuwait	Malayalam	2.30 AM	New Launch	Villa	₹ 55 Lakh
4	21-09-2023	Mr. Faizal P. A.	we offered a 2 day free stay	FB	Kuwait	Malayalam	3.15 PM	Rental	Apartment	₹ 55 Lakh
5	13-09-2023	Mr. Kabeer	under discussion	FB	Mannama	Malayalam		Gatxxx, Divine, Kochi	Apartment	₹ 55 Lakh

DIRECT MEET (@Customer Location)

Sno	DATE	NAME	REMARKS	SOURCE	AREA	LANGUAGE	TIME	PROJECT	TYPE	AMOUNT
1	03-09-2023	Mr. Deepak Singh	Booked. (Offer - Extra car space)	FB	Punjab/Kochi	Hindi/English	10.30 AM	Rxxx Hxxx, Kochi	Apartment (River view)	₹ 2.8 Cr
2	18-09-2023	Arc. Chandrasekar Venkaraman	Token	FB	Chennai	English	4.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 55 Lakh
3	25-09--2023	Dr. Jacob John	Booked.	FB	Kottayam	Malayalam	12.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 55 Lakh
4	25-09--2023	Adv. Sajeer Khan	Rates High - Demnading too low rates.	FB	TVM	Malayalam	1.00 PM	Rxxx Hxxx, Kochi	Apartment	₹ 2.8 Cr
5	28-09--2023	Mrs. Aswathy Jacob	Decision pending	FB	Kochi	Malayalam	2.00 PM	Gatxxx, Divine, Kochi	Apartment	₹ 55 Lakh

DIRECT MEET (@Client Office)

Sno	DATE	NAME	REMARKS	SOURCE	AREA	LANGUAGE	TIME	PROJECT	TYPE	AMOUNT
1	03-09-2023	Mr. Sebastin George	Details & GM Meet	FB	Thiruvaniyoor	Malayalam	4.00 PM	Not decided	Not decided	Not decided
2	12-09-2023	Mr. Sahoo	Project clarifications and legalities	FB	Delhi	Hindi	2.00 PM	Rxxx Hxxx, Kochi	Apartment	₹ 2.8 Cr

LEAD STATUS BREAK UP

	Total Leads	147
1	BOOKING (INCL TOKEN)	7
2	CALL LATER	5
3	FAKE ENQ	13
4	DISCONNECTING	14
5	FOLLOW UP	22
7	LOW BUDGET	1
8	NOT PICKING	18
9	NP AFTER 1ST CALL	22
11	NOT CONNECTING	20
12	NEXT MONTH	3
13	SV DONE	2
14	SWITCH OFF	1
15	WILL CALL BACK	10
16	Zoom Pending	9
	Total	147
