

Lead Qualifier Sheet

In addition to the demographic questions on the attendee registration form, this lead retrieving system comes with fifteen built-in qualifier questions. They are as follows:

- | | | |
|------------------------|-------------------|---------------------|
| 1. Send Line Card | 6. Provide Quote | 11. VAR |
| 2. Send Catalog | 7. Immediate Need | 12. OEM |
| 3. Send Detailed Quote | 8. Set up Demo | 13. Does Purchasing |
| 4. Send Sample | 9. End User | 14. Recommends |
| 5. Have Salesman Call | 10. Distributor | 15. Final Say |

This list could be customized to fit your individual needs. Please fill the following lines with the desired qualified questions and send with the order form on the front page. **Please print clearly!** There is no limitation on how many questions to be used, however, we recommend to limiting the number of questions to under 30.

[] Replace the build-in list

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____

[] Add to the build-in list

20. _____
21. _____
22. _____
23. _____
24. _____
25. _____
26. _____
27. _____
28. _____
29. _____
30. _____
31. _____
32. _____
33. _____
34. _____
35. _____
36. _____
37. _____
38. _____