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Sales Lead

Form

To build a business, all organizations need to have a process to gather leads and build a pipeline. Once there is an agreement to share leads and pipeline, there needs to be a process and a mechanism for sharing.

The chart below provides a good outline for capturing sales leads.

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| Sales Lead Form |
| Form Completed By: |  |
| Contact Name |  |
| Contact Email |  |
| Company Name |  |
| Company URL |  |
| Contact Phone |  |
| Contact Title |  |
| Product/Service Interests |  |
| Have they done business with our company? |  |
| How did they hear about our company? |  |
| What is your timeframe to purchase? |  |
| Estimated Deal Value |  |
| Comments |  |