



NAME				DATE		
ADDRESS				PHONE		
EMPLOYER			OCCUPATION	PHONE		
MAX. CASH \$		MAX. MONTHLY \$ PAYMENT		SIZE X	BEDROOMS	BATH(S)
COMPETITIVE MODEL LIKED			OUR MODEL LIKED			PRICE QUOTED \$
Comments on Prospect. (Attitude. When likely to deal. When follow-up. Objections. Favorable points. Who is boss?)						
<h1>PROPRIETARY FORM</h1> <h1>REPRODUCTION PROHIBITED</h1>						
TRADE-IN						
MAKE		MODEL		SIZE X	BEDROOMS	BATH(S)
BALANCE OWED \$	TO WHOM				BLUE \$ BOOK PRICE	
OUR OFFER \$		GOOD TILL	WANTS \$		SALES PERSON	
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RECORD OF CONTACT WITH PROSPECT

DATE	WHAT WAS SAID	NEXT DATE

DESCRIPTION OF TRADE-INS

TYPE OF EXTERIOR	GFP	WASHER MAKE	GFP
TYPE OF ROOF	GFP	DRYER <input type="checkbox"/> GAS <input type="checkbox"/> ELECTRIC MAKE	GFP
TYPE OF INTERIOR	GFP	AIR COND. <input type="checkbox"/> CENTRAL <input type="checkbox"/> WINDOW MAKE	GFP
RANGE <input type="checkbox"/> GAS <input type="checkbox"/> ELECTRIC MAKE	GFP	FURNITURE	GFP
REFRIGERATOR MAKE	GFP	FLOORS	GFP
FURNACE <input type="checkbox"/> GAS <input type="checkbox"/> ELECTRIC MAKE	GFP	GENERAL APPEARANCE	GFP

PROPRIETARY FORM
 REPRODUCTION PROHIBITED