

NAME				DATE	
ADDRESS		CITY	STATE	ZIP	
EMPLOYER	OCCUPATION	HOW LONG	BUS. PHONE	HOME PHONE	

INTERESTED IN	QUOTED
BOAT (Make, Year, Size, Type)	<input type="checkbox"/> New <input type="checkbox"/> Used \$
MOTOR (Make, Year, Size, Type)	<input type="checkbox"/> New <input type="checkbox"/> Used \$
TRAILER (Make, Year, Size, Type)	<input type="checkbox"/> New <input type="checkbox"/> Used \$

Comment on prospect: (Attitude, When likely to deal. When follow up. Objections.

Favorable points. Who is boss? etc.) _____

TRADE - IN			
DESCRIPTION			
BAL. DUE \$	TO WHOM?		MKT. Value \$
OUR OFFER \$	GOOD TILL	WANTS	SALESPERSON



RECORD OF CONTACT WITH PROSPECT

DATE	WHAT WAS SAID	DATE

GENERAL INFORMATION

MAX. CASH DOWN: \$

MAX. PAYMENTS \$

SOURCE: RADIO/TV Ad Newspaper Ad Boat Show

Friend Recommended Other (Explain)

NOTES: