

# PROSPECT SHEET

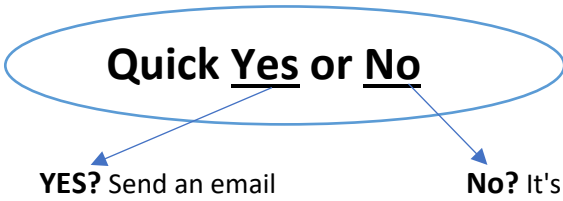


How did you hear about us?

Customer name		Customer e-mail	
Phone number		Jobsite Address:	

**Why** Purpose (shade or design or both)?  
**When** Timeline?  
**What** Size and shape of area?  
**How** Permits / HOA approval?  
**Where** Posts needed? Building attachment points?  
**Who** are the decision makers  
**Why do you like shade sails vs. other shade products?**

Customers Number One Concern:



	Residential \$5-8K
	Commercial \$20-30K
	Square foot installed \$20-25

Customer e-mail sent? \_\_\_\_\_

Customer e-mail received? \_\_\_\_\_

	Will be sending e-mail with FAQs, top ten mistakes, photos for ideas, and common hurdles to overcome before starting the project
	Ask for wide angle photos to be e-mailed
	You will call them back once you have reviewed info an photos

Notes form the customers e-mail  
 Likes?  
 Dislikes?  
 Attachment points  
 Ballpark price



"It looks like a shade will \_\_\_\_ (restate number one concern). We can come in at a budget of around (State the budget range) and meet your time line of (\_\_\_\_\_). When is a good time to schedule a visit where I can take measurements and give you a quote?"

Appointment Date / Time	
Will all decision makers be present?	