

## Lead Qualifier Sheet

Send it by fax to 248.412.2048

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 built-in list

☐ Add to the built-in list

1.	17.
2.	18.
3.	19.
4.	20.
5.	21.
6.	22.
7.	23.
8.	24.
9.	25.
10.	26.
11.	27.
12.	28.
13.	29.
14.	30.
15.	31.
16.	32.