

Prospect Organization: \_\_\_\_\_

Contact Name: \_\_\_\_\_ Phone: \_\_\_\_\_

Address: \_\_\_\_\_ City/ST/ZIP: \_\_\_\_\_

What do they do? \_\_\_\_\_

Source:

Inbound lead? \_\_\_\_\_

From? (check one)  Option A  Option B  Option C  Option D  
 Other \_\_\_\_\_

Out bound lead? \_\_\_\_\_

From? (check one)  Option A  Option B  Option C  Option D  
 Other \_\_\_\_\_

<b>Criteria</b>	<b>X</b>
Are in one of our 3 focus industries (legs of the stool)	
Criteria #2	
Criteria #3	
Criteria #4	
Criteria #5	
Criteria #6	
Criteria #7	
Criteria #8	
Criteria #9	
Criteria #10	
<b>TOTAL</b> (If #1 is a no, all the rest must be a yes. Otherwise 7+ is minimum to actively pursue.)	

Things we should also consider (bonus points)

\_\_\_\_\_  
\_\_\_\_\_