

Name	Created On	Last Activity Date	Lead Category	City	Applicant Stage	Recent Disposition	Recent Notes	Lead Age_in_months
Riya Khan	2025-08-14 22:46	19-Aug-2025	Upper medium	Nagpur	Test Scheduled	Test Booked	MAT scheduled; pre-test checklist shared.	4
Param Bhat	2025-08-13 3:54	16-Aug-2025	Medium	Noida	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	4
Rudra Rathore	2025-09-18 16:50	22-Sep-2025	Medium	Surat	Not registered for IS	IS-Call Later	Requested preferred slots for IS.	3
Ishaan Banerjee	2025-08-20 22:13	9-Sep-2025	Medium	Kolkata	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	4
Trisha Iyer	2025-08-12 5:24	14-Sep-2025	Medium	Delhi	Attended L3	IS-Busy, High Intent	Form submitted; MAT slots shared.	4
Ananya Reddy	2025-09-15 12:04	16-Sep-2025	Medium	Noida	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	3
Riya Shetty	2025-09-05 4:47	15-Sep-2025	Upper medium	Mysuru	Registered, Not Attended	IS-DNP	Said work conflict; will try weekend.	3
Vihaan Gupta	2025-08-10 19:26	13-Aug-2025	Upper medium	Mumbai	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	5
Harsh Chatterjee	2025-09-12 10:59	15-Sep-2025	Upper medium	Chennai	Registered, Not Attended	IS-Call Later		3
Atharv Patel	2025-09-02 15:05	4-Sep-2025	Upper medium	Nagpur	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	4
Riya Bose	2025-08-18 17:44	21-Aug-2025	Medium	Kolkata	Test Scheduled	Test Booked	All set for MAT; reminded to arrive early.	4
Riya Bhat	2025-08-10 14:25	18-Aug-2025	Medium	Surat	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	4
Rohan Saxena	2025-09-13 2:55	17-Sep-2025	Medium	Nagpur	Attended did not scan	IS-Busy, High Intent		3
Atharv Bhat	2025-08-23 11:45	2-Sep-2025	Upper medium	Chennai	Registered, Not Attended	IS-Registered	Booked next available IS slot.	4
Dhruv Iyer	2025-08-22 10:07	19-Sep-2025	Medium	Mumbai	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Atharv Begum	2025-08-09 17:56	5-Sep-2025	Medium	Mangaluru	Not registered for IS	IS-Busy, High Intent	Requested preferred slots for IS.	4
Kabir Begum	2025-09-09 8:46	13-Sep-2025	Upper medium	Bengaluru	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	4
Myra Pillai	2025-08-25 13:39	19-Sep-2025	Medium	Noida	Registered for IS	IS-Registered	Was iffy about date & time but confirmed	3
Pari Sharma	2025-08-12 20:24	26-Aug-2025	High	Indore	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	4
Naina Pillai	2025-09-08 20:16	18-Sep-2025	High	Ahmedabad	Not registered for IS	IS-Call Later	Will register after payday per call.	3
Saanvi Rathore	2025-08-21 3:43	20-Sep-2025	Medium	Delhi	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Sai Patel	2025-08-19 23:27	1-Sep-2025	High	Kochi	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	4
Atharv Shetty	2025-09-02 12:16	16-Sep-2025	Upper medium	Kochi	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	3
Rudra Bose	2025-09-12 15:00	24-Sep-2025	Medium	Hyderabad	Not registered for IS	IS-Not Interested	Shared IS calendar link on WhatsApp.	3
Kiara Desai	2025-09-19 5:20	19-Sep-2025	Medium	Gurugram	Test Scheduled	Test DNP	Confirmed test slot and ID proof.	3
Atharv Mehta	2025-09-23 18:45	23-Sep-2025	Medium	Pune	Fresh leads	IS-Not Interested		3
Ira Singh	2025-09-11 10:53	19-Sep-2025	Upper medium	Ahmedabad	Registered, Not Attended	IS-DNP	Requested preferred slots for IS.	3
Arjun Verma	2025-09-03 4:44	3-Sep-2025	Medium	Ahmedabad	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	4
Meera Verma	2025-09-13 13:34	20-Sep-2025	Upper medium	Mysuru	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	3
Sai Bose	2025-09-23 14:32	23-Sep-2025	Medium	Gurugram	Fresh leads	IS-Call Later		3
Naina Ansari	2025-08-22 1:43	17-Sep-2025	High	Ahmedabad	Test Scheduled	Test Booked	Confirmed test slot and ID proof.	3
Aadhya Menon	2025-08-12 8:05	21-Aug-2025	Medium	Noida	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	4
Riya Banerjee	2025-08-13 19:29	16-Aug-2025	High	Chennai	Registered for IS	IS-Registered	Booked next available IS slot.	4
Navya Mehta	2025-08-11 6:36	1-Sep-2025	High	Bengaluru	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	4
Arjun Reddy	2025-09-23 10:24	23-Sep-2025	Medium	Delhi	Fresh leads	IS-Call Later		3
Aadhya Saxena	2025-09-01 5:41	21-Sep-2025	Upper medium	Noida	Registered, Not Attended	IS-DNP	Requested preferred slots for IS.	3
Rudra Banerjee	2025-09-20 4:13	23-Sep-2025	Upper medium	Pune	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	3
Dhruv Kulkarni	2025-08-28 18:48	2-Sep-2025	Medium	Kolkata	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	4
Param Begum	2025-08-19 12:55	13-Sep-2025	High	Mangaluru	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	4
Shivansh Naidu	2025-08-13 10:53	21-Aug-2025	Medium	Gurugram	Registered for IS	IS-Registered		4

Atharv Goyal	2025-08-15 10:43	18-Aug-2025	Medium	Nagpur	Not registered for IS	IS-Call Later	Requested preferred slots for IS.	4
Atharv Jain	2025-09-20 13:45	22-Sep-2025	Upper medium	Indore	Attended L3	IS-DNP		3
Kabir Begum	2025-09-08 5:40	8-Sep-2025	High	Noida	Registered, Not Attended	IS-DNP	Shared IS calendar link on WhatsApp.	4
Trisha Mehta	2025-09-22 22:30	24-Sep-2025	Medium	Kochi	Attended did not scan	IS-Registered		3
Navya Gupta	2025-08-10 20:06	21-Sep-2025	Medium	Noida	Attended did not scan	IS-Busy, High Intent		3
Anika Singh	2025-09-18 21:33	19-Sep-2025	Upper medium	Jaipur	Attended L3	IS-Busy, High Intent	Form submitted; MAT slots shared.	3
Tara Rathore	2025-09-10 19:18	18-Sep-2025	Medium	Gurugram	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	3
Diya Mehta	2025-09-12 15:16	17-Sep-2025	Medium	Pune	Attended L3	IS-Call Later	Form submitted; MAT slots shared.	3
Meera Bhat	2025-09-20 19:50	21-Sep-2025	Upper medium	Noida	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Aisha Saxena	2025-08-16 23:00	30-Aug-2025	Medium	Kolkata	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	4
Reyansh Sharma	2025-09-19 13:24	23-Sep-2025	Medium	Hyderabad	Registered for IS	IS-Registered		3
Vivaan Bose	2025-09-13 21:28	24-Sep-2025	Medium	Kochi	Not registered for IS	IS-Busy, High Intent	Shared IS calendar link on WhatsApp.	3
Saanvi Chatterjee	2025-08-17 9:17	23-Sep-2025	Medium	Gurugram	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	3
Navya Gupta	2025-09-18 4:22	22-Sep-2025	Medium	Ahmedabad	Registered for IS	IS-Registered		3
Meera Kulkarni	2025-08-26 7:27	14-Sep-2025	Upper medium	Mangaluru	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	4
Aarohi Bhat	2025-08-12 19:02	4-Sep-2025	High	Jaipur	Registered, Not Attended	IS-DNP	Booked next available IS slot.	4
Sai Desai	2025-09-12 17:39	19-Sep-2025	Medium	Jaipur	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	3
Aryan Yadav	2025-09-23 9:21	23-Sep-2025	Medium	Mumbai	Fresh leads	IS-Not Interested		3
Atharv Desai	2025-08-13 8:05	6-Sep-2025	High	Indore	Registered, Not Attended	IS-DNP	Confirmed availability	4
Reyansh Desai	2025-08-22 12:45	15-Sep-2025	Medium	Kolkata	Attended L3	IS-Call Later	Form submitted; MAT slots shared.	3
Aryan Begum	2025-09-14 6:14	23-Sep-2025	Medium	Noida	Registered for IS	IS-Registered		3
Reyansh Verma	2025-09-08 5:34	14-Sep-2025	High	Kochi	Registered for IS	IS-Registered	Confirmed availability	4
Arjun Yadav	2025-08-14 20:11	21-Sep-2025	Medium	Mysuru	Test Scheduled	Test Booked	MAT scheduled; pre-test checklist shared.	3
Riya Bose	2025-09-23 3:48	23-Sep-2025	Medium	Mangaluru	Fresh leads	IS-Busy, High Intent		3
Aarohi Patel	2025-08-27 21:33	16-Sep-2025	Medium	Surat	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Ananya Bhat	2025-09-20 21:18	24-Sep-2025	Upper medium	Kochi	Registered, Not Attended	IS-DNP		3
Vivaan Agarwal	2025-09-19 5:52	23-Sep-2025	Medium	Mumbai	Not registered for IS	IS-Not Interested	Will register after payday per call.	3
Reyansh Sharma	2025-09-15 21:32	18-Sep-2025	High	Mysuru	Registered for IS	IS-Registered	Confirmed availability	3
Ananya Bhat	2025-08-23 23:37	16-Sep-2025	High	Ahmedabad	Test Scheduled	Test DNP	MAT scheduled; pre-test checklist shared.	3
Sai Gupta	2025-08-19 3:23	30-Aug-2025	Medium	Mangaluru	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	4
Harsh Iyer	2025-09-18 7:19	20-Sep-2025	Medium	Pune	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	3
Naina Bose	2025-09-05 3:41	20-Sep-2025	Medium	Bengaluru	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	3
Vihaan Iyer	2025-08-19 20:40	4-Sep-2025	Upper medium	Mangaluru	Attended L3	IS-DNP		4
Aryan Verma	2025-09-04 8:59	6-Sep-2025	Medium	Surat	Not registered for IS	IS-Not Interested	Shared IS calendar link on WhatsApp.	4
Saanvi Verma	2025-08-19 17:37	24-Sep-2025	Medium	Mangaluru	Not registered for IS	IS-Not Interested	Will register after payday per call.	3
Kiara Patel	2025-08-09 13:09	9-Sep-2025	Upper medium	Gurugram	Attended L3	IS-DNP		4
Ayaan Bose	2025-08-28 5:41	23-Sep-2025	Medium	Nagpur	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	3
Tara Naidu	2025-08-26 13:34	31-Aug-2025	Upper medium	Mangaluru	Attended L3	IS-DNP		4
Sara Nair	2025-08-11 3:09	27-Aug-2025	Upper medium	Noida	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	4
Harsh Reddy	2025-09-01 19:42	3-Sep-2025	Medium	Chennai	Not registered for IS	IS-Call Later	Requested preferred slots for IS.	4
Shivansh Pillai	2025-09-20 20:34	23-Sep-2025	Medium	Chennai	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	3

Aarav Rathore	2025-09-21 18:34	21-Sep-2025	Medium	Mangaluru	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Ansh Goyal	2025-09-16 13:50	24-Sep-2025	Medium	Ahmedabad	Not registered for IS	IS-Busy, High Intent	Shared IS calendar link on WhatsApp.	3
Aarohi Ansari	2025-09-23 15:39	23-Sep-2025	Medium	Chennai	Fresh leads	IS-Not Interested		3
Shivansh Kulkarni	2025-08-31 4:46	7-Sep-2025	Medium	Mumbai	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	4
Naina Chatterjee	2025-08-19 7:48	22-Sep-2025	High	Mangaluru	Attended did not scan	IS-Call Later		3
Kabir Shetty	2025-09-23 0:47	23-Sep-2025	High	Delhi	Registered, Not Attended	IS-DNP	Said work conflict; will try weekend.	3
Vihaan Nair	2025-09-23 6:52	23-Sep-2025	Medium	Mumbai	Fresh leads	IS-Call Later		3
Myra Yadav	2025-09-16 22:09	23-Sep-2025	Medium	Bengaluru	Test Scheduled	Test Booked	MAT scheduled; pre-test checklist shared.	3
Aryan Saxena	2025-08-18 13:24	7-Sep-2025	Medium	Mumbai	Not registered for IS	IS-Call Later	Will register after payday per call.	4
Ira Desai	2025-09-12 6:30	15-Sep-2025	Upper medium	Hyderabad	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	3
Kiara Mukherjee	2025-08-30 2:22	18-Sep-2025	Medium	Mysuru	Attended L3	IS-Call Later	Form submitted; MAT slots shared.	3
Tara Pillai	2025-09-08 1:22	14-Sep-2025	Medium	Mangaluru	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	4
Ansh Banerjee	2025-08-28 22:24	5-Sep-2025	Medium	Indore	Registered for IS	IS-Registered	Said will join on the road	4
Tara Naidu	2025-08-13 0:29	11-Sep-2025	Medium	Noida	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	4
Riya Kaur	2025-09-10 7:31	15-Sep-2025	Upper medium	Mumbai	Not registered for IS	IS-Busy, High Intent	Will register after payday per call.	3
Pari Bhat	2025-09-17 20:27	19-Sep-2025	High	Bengaluru	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Myra Gupta	2025-08-19 8:57	20-Aug-2025	Medium	Kochi	Not registered for IS	IS-Call Later	Requested preferred slots for IS.	4
Aarohi Naidu	2025-09-21 18:01	22-Sep-2025	Medium	Mumbai	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	3
Arjun Desai	2025-09-17 10:46	23-Sep-2025	Upper medium	Pune	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Param Ansari	2025-09-23 13:37	23-Sep-2025	Medium	Pune	Fresh leads	IS-Call Later		3
Navya Chatterjee	2025-08-30 23:42	13-Sep-2025	High	Noida	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	4
Atharv Naidu	2025-09-08 0:20	23-Sep-2025	High	Nagpur	Attended L3	IS-Call Later		3
Harsh Sharma	2025-09-12 11:40	17-Sep-2025	Medium	Nagpur	Not registered for IS	IS-Busy, High Intent	Requested preferred slots for IS.	3
Atharv Bose	2025-08-26 14:07	17-Sep-2025	Medium	Nagpur	Test Scheduled	Test Booked	All set for MAT; reminded to arrive early.	3
Harsh Reddy	2025-08-31 1:03	17-Sep-2025	Medium	Surat	Registered for IS	IS-Registered	Booked next available IS slot.	3
Saanvi Iyer	2025-08-29 9:11	20-Sep-2025	Medium	Nagpur	Attended L3	IS-Call Later	Pending MAT booking; sent reminders.	3
Pari Mehta	2025-08-26 13:56	4-Sep-2025	Medium	Delhi	Test Scheduled	Test DNP	MAT scheduled; pre-test checklist shared.	4
Aarohi Kulkarni	2025-09-23 23:15	24-Sep-2025	Medium	Pune	Fresh leads	IS-Call Later		3
Arjun Naidu	2025-09-01 12:06	16-Sep-2025	Medium	Hyderabad	Attended did not scan	IS-Busy, High Intent		3
Sara Naidu	2025-08-20 1:02	31-Aug-2025	Medium	Jaipur	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	4
Ananya Begum	2025-08-26 8:50	29-Aug-2025	Medium	Mumbai	Not registered for IS	IS-Call Later	Requested preferred slots for IS.	4
Dhruv Rathore	2025-09-23 3:12	23-Sep-2025	High	Kochi	Fresh leads	IS-Busy, High Intent		3
Saanvi Jain	2025-09-20 5:38	23-Sep-2025	Upper medium	Gurugram	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	3
Ansh Desai	2025-09-03 16:12	16-Sep-2025	Medium	Mysuru	Test Scheduled	Test DNP	All set for MAT; reminded to arrive early.	3
Ira Banerjee	2025-08-25 3:18	16-Sep-2025	Medium	Delhi	Not registered for IS	IS-Call Later	Will register after payday per call.	3
Anika Begum	2025-08-25 23:53	24-Sep-2025	Medium	Kolkata	Registered for IS	IS-Registered	Booked next available IS slot.	3
Anika Menon	2025-08-27 3:55	18-Sep-2025	Medium	Hyderabad	Test Scheduled	Test Booked	Confirmed test slot and ID proof.	3
Tara Reddy	2025-09-23 19:19	23-Sep-2025	Medium	Bengaluru	Fresh leads	IS-Call Later		3
Sara Kulkarni	2025-08-30 12:33	9-Sep-2025	High	Indore	Registered, Not Attended	IS-DNP	Said work conflict; will try weekend.	4
Kiara Saxena	2025-09-23 3:22	23-Sep-2025	Medium	Ahmedabad	Fresh leads	IS-Not Interested		3
Ananya Agarwal	2025-08-29 7:42	19-Sep-2025	Upper medium	Surat	Test Scheduled	Test Booked	Confirmed test slot and ID proof.	3

Sai Kulkarni	2025-08-13 21:41	10-Sep-2025	High	Noida	Attended did not scan	IS-Registered		4
Anika Mehta	2025-09-07 18:37	12-Sep-2025	Medium	Mumbai	Not registered for IS	IS-Not Interested	Will register after payday per call.	4
Vivaan Bose	2025-09-17 5:17	22-Sep-2025	Medium	Mysuru	Attended L3	IS-Call Later	Form submitted; MAT slots shared.	3
Aarav Reddy	2025-09-03 15:08	6-Sep-2025	Medium	Indore	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	4
Vihaan Iyer	2025-09-04 0:21	11-Sep-2025	Medium	Mumbai	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	4
Riya Khan	2025-09-04 20:47	21-Sep-2025	Upper medium	Bengaluru	Attended did not scan	IS-Call Later		3
Krishna Shetty	2025-09-19 5:24	19-Sep-2025	Upper medium	Mumbai	Test Scheduled	Test Booked	MAT scheduled; pre-test checklist shared.	3
Ananya Nair	2025-08-20 12:11	3-Sep-2025	Medium	Jaipur	Registered for IS	IS-Registered		4
Sai Iyer	2025-09-22 11:06	24-Sep-2025	Medium	Mumbai	Attended L3	IS-Call Later	Form submitted; MAT slots shared.	3
Ayaan Mehta	2025-09-11 3:32	23-Sep-2025	Upper medium	Pune	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	3
Avni Verma	2025-09-23 6:30	23-Sep-2025	Medium	Surat	Fresh leads	IS-Call Later		3
Ira Menon	2025-09-09 23:03	22-Sep-2025	Medium	Bengaluru	Registered for IS	IS-Registered	Confirmed availability	3
Tara Reddy	2025-09-12 18:45	22-Sep-2025	Medium	Pune	Registered for IS	IS-Registered	Confirmed availability	3
Saanvi Naidu	2025-09-23 23:51	24-Sep-2025	Medium	Chennai	Fresh leads	IS-Call Later		3
Arjun Chatterjee	2025-08-10 4:10	1-Sep-2025	High	Gurugram	Attended L3	IS-Call Later		4
Ansh Agarwal	2025-09-01 13:50	21-Sep-2025	Medium	Nagpur	Registered for IS	IS-Registered		3
Kabir Reddy	2025-09-23 18:32	23-Sep-2025	Medium	Kolkata	Fresh leads	IS-Call Later		3
Shivansh Mehta	2025-09-23 20:39	23-Sep-2025	Upper medium	Hyderabad	Registered, Not Attended	IS-DNP		3
Riya Patel	2025-09-11 20:59	15-Sep-2025	Upper medium	Pune	Attended did not scan	IS-Call Later		3
Reyansh Desai	2025-09-06 5:57	11-Sep-2025	Medium	Mangaluru	Registered for IS	IS-Registered	Booked next available IS slot.	4
Riya Mukherjee	2025-08-09 22:28	15-Sep-2025	High	Mumbai	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	3
Navya Iyer	2025-09-19 21:36	24-Sep-2025	Upper medium	Chennai	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Aarav Ansari	2025-08-20 12:04	15-Sep-2025	Medium	Surat	Registered, Not Attended	IS-DNP	Said work conflict; will try weekend.	3
Aditya Iyer	2025-09-04 14:43	20-Sep-2025	Upper medium	Noida	Attended L3	IS-DNP		3
Navya Khan	2025-09-04 1:28	16-Sep-2025	Medium	Surat	Not registered for IS	IS-Busy, High Intent	Will register after payday per call.	3
Rudra Goyal	2025-09-23 8:23	23-Sep-2025	High	Pune	Fresh leads	IS-Busy, High Intent		3
Shivansh Pillai	2025-08-11 23:30	20-Aug-2025	Medium	Bengaluru	Not registered for IS	IS-Busy, High Intent	Shared IS calendar link on WhatsApp.	4
Naina Ansari	2025-08-31 6:19	20-Sep-2025	High	Surat	Registered, Not Attended	IS-Busy, High Intent	Will register after payday per call.	3
Arjun Bose	2025-08-29 2:40	19-Sep-2025	Medium	Kolkata	Not registered for IS	IS-Call Later	Will register after payday per call.	3
Ansh Patel	2025-09-01 7:41	7-Sep-2025	Medium	Nagpur	Registered for IS	IS-Registered		4
Ayaan Pillai	2025-09-16 8:57	18-Sep-2025	High	Hyderabad	Registered, Not Attended	IS-Call Later	Will register after payday per call.	3
Aadhya Yadav	2025-08-23 13:20	4-Sep-2025	Upper medium	Mumbai	Registered, Not Attended	IS-Call Later	Shared IS calendar link on WhatsApp.	4
Kabir Khan	2025-08-31 23:03	11-Sep-2025	Medium	Hyderabad	Registered for IS	IS-Registered	Confirmed availability	4
Atharv Reddy	2025-09-23 17:50	23-Sep-2025	Medium	Noida	Fresh leads	IS-Call Later		3
Ayaan Menon	2025-09-17 3:07	17-Sep-2025	High	Mysuru	Registered, Not Attended	IS-Call Later	Requested preferred slots for IS.	3
Reyansh Rathore	2025-09-17 7:14	21-Sep-2025	Medium	Noida	Registered for IS	IS-Registered	Booked next available IS slot.	3
Naina Menon	2025-09-16 5:18	23-Sep-2025	Medium	Chennai	Registered for IS	IS-Registered	Confirmed availability	3
Shivansh Kulkarni	2025-09-21 23:06	22-Sep-2025	Medium	Ahmedabad	Attended did not scan	IS-Registered		3
Navya Saxena	2025-09-16 19:16	17-Sep-2025	Medium	Indore	Registered for IS	IS-Registered	Confirmed availability	3
Meera Bhat	2025-09-19 15:19	21-Sep-2025	Medium	Nagpur	Registered for IS	IS-Registered	Confirmed availability	3
Trisha Yadav	2025-08-24 8:05	29-Aug-2025	High	Pune	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	4

Param Verma	2025-09-22 20:35	23-Sep-2025	Medium	Nagpur	Not registered for IS	IS-Busy, High Intent	Shared IS calendar link on WhatsApp.	3
Naina Saxena	2025-08-09 9:53	16-Aug-2025	Medium	Chennai	Attended L3	IS-Call Later	Pending MAT booking; sent reminders.	4
Ansh Rathore	2025-09-10 9:08	22-Sep-2025	Medium	Gurugram	Registered for IS	IS-Registered	Booked next available IS slot.	3
Aditya Nair	2025-08-22 18:16	3-Sep-2025	Upper medium	Kochi	Attended did not scan	IS-Registered		4
Naina Saxena	2025-08-10 0:28	29-Aug-2025	High	Nagpur	Attended L3	IS-Registered	Confirmed availability	4
Kiara Kulkarni	2025-09-01 6:30	20-Sep-2025	Upper medium	Chennai	Attended did not scan	IS-Busy, High Intent		3
Riya Desai	2025-08-10 14:47	13-Sep-2025	Medium	Mysuru	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	4
Kiara Jain	2025-08-19 23:00	5-Sep-2025	Medium	Nagpur	Registered, Not Attended	IS-DNP	No-show; messaged to reschedule.	4
Diya Khan	2025-09-15 18:23	19-Sep-2025	Upper medium	Chennai	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	3
Aditya Agarwal	2025-08-28 6:26	9-Sep-2025	Medium	Mumbai	Attended L3	IS-Call Later	Form submitted; MAT slots shared.	4
Aarohi Chatterjee	2025-09-21 2:04	22-Sep-2025	Medium	Mysuru	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	3
Ansh Sharma	2025-08-14 21:47	24-Sep-2025	Medium	Mysuru	Not registered for IS	IS-Busy, High Intent	Requested preferred slots for IS.	3
Kabir Rathore	2025-08-30 9:20	11-Sep-2025	Upper medium	Noida	Attended L3	IS-Call Later	Pending MAT booking; sent reminders.	4
Riya Sharma	2025-09-22 8:50	22-Sep-2025	Medium	Mumbai	Registered, Not Attended	IS-DNP	Said work conflict; will try weekend.	3
Krishna Desai	2025-08-13 7:51	23-Aug-2025	Medium	Noida	Registered for IS	IS-Registered	Booked next available IS slot.	4
Meera Jain	2025-08-15 21:03	28-Aug-2025	Medium	Kochi	Not registered for IS	IS-Not Interested	Requested preferred slots for IS.	4
Harsh Shetty	2025-09-02 8:31	16-Sep-2025	Medium	Indore	Registered, Not Attended	IS-DNP	Requested another slot due to conflict.	3
Rohan Kulkarni	2025-08-17 11:11	23-Sep-2025	Upper medium	Kolkata	Attended L3	IS-DNP	Said work conflict; will try weekend.	3
Riya Kaur	2025-08-15 2:50	16-Sep-2025	Upper medium	Nagpur	Attended L3	IS-Registered	Booked next available IS slot.	3
Meera Bhat	2025-08-25 22:58	15-Sep-2025	High	Indore	Attended L3	IS-DNP	Said work conflict; will try weekend.	3
Riya Naidu	2025-08-24 5:00	9-Sep-2025	High	Nagpur	Attended L3	IS-Registered	Booked next available IS slot.	4
Param Menon	2025-08-13 10:59	28-Aug-2025	High	Hyderabad	Registered, Not Attended	IS-Busy, High Intent	Will register after payday per call.	4
Mahika Verma	2025-09-18 17:32	23-Sep-2025	Medium	Mumbai	Not registered for IS	IS-Not Interested	Shared IS calendar link on WhatsApp.	3
Ira Saxena	2025-08-22 2:34	31-Aug-2025	Medium	Hyderabad	Not registered for IS	IS-Call Later	Requested preferred slots for IS.	4
Naina Verma	2025-09-21 1:27	22-Sep-2025	High	Gurugram	Attended L3	IS-Busy, High Intent	Pending MAT booking; sent reminders.	3
Meera Mehta	2025-08-21 20:27	22-Aug-2025	Medium	Kolkata	Registered for IS	IS-Registered	Confirmed availability	4
Ira Chatterjee	2025-09-12 12:25	21-Sep-2025	Medium	Surat	Attended L3	IS-Busy, High Intent	Candidate evaluating dates for MAT.	3
Myra Pillai	2025-08-30 4:00	1-Sep-2025	High	Pune	Attended L3	IS-Registered	Booked next available IS slot.	4
Dhruv Chatterjee	2025-09-23 4:28	23-Sep-2025	Medium	Mumbai	Fresh leads	IS-Not Interested		3
Aditya Chatterjee	2025-09-05 0:07	22-Sep-2025	High	Hyderabad	Attended L3	IS-DNP		3
Rudra Singh	2025-08-18 15:16	16-Sep-2025	Upper medium	Bengaluru	Not registered for IS	IS-Call Later	Shared IS calendar link on WhatsApp.	3
Avni Bhat	2025-09-23 1:07	23-Sep-2025	Upper medium	Bengaluru	Attended did not scan	IS-Registered		3
Aarohi Gupta	2025-09-07 17:46	14-Sep-2025	Upper medium	Mangaluru	Attended L3	IS-DNP		4
Reyansh Nair	2025-08-22 15:35	6-Sep-2025	Medium	Bengaluru	Attended L3	IS-Call Later	Candidate evaluating dates for MAT.	4
Pari Rathore	2025-09-17 13:37	21-Sep-2025	High	Indore	Attended L3	IS-Busy, High Intent	Form submitted; MAT slots shared.	3
Sara Bose	2025-09-17 0:43	23-Sep-2025	High	Mangaluru	Registered, Not Attended	IS-DNP		3
Krishna Kaur	2025-09-17 1:50	17-Sep-2025	Medium	Surat	Not registered for IS	IS-Not Interested	Requested preferred slots for IS.	3

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	Term	Definition				
	Applicant Stage	Stage of the admissions process that the applicant is currently in				
	<i>Fresh leads</i>	Applicant has recently signed up on the website (under 24 hours)				
	<i>Not registered for IS</i>	Applicant has not registered for the info session after signing up on the website (above 24 hours)				
	<i>Registered for IS</i>	Applicant has registered for the info session				
	<i>Registered, Not Attended</i>	Applicant has registered for the info session, but not attended the webinar.				
	<i>Attended did not scan</i>	Applicant has attended the info session, but has not scanned the form to proceed with the application				
	<i>Attended L3</i>	Applicant has attended the info session, scanned & filled the form to proceed with the application				
	<i>Test Scheduled</i>	Applicant has an upcoming MAT scheduled				
	Recent Disposition_	Disposition marked by callers as per their last telephonic conversation with applicant				
	<i>IS-DNP</i>	Applicant has not received the phonecall (DNP = Did not pick)				
	<i>IS-Call Later</i>	Applicant received the phone call but requested a later call				
	<i>IS-Busy, High Intent</i>	Applicant appears to be high intent, but did not engage in an extended telephonic conversation				
	<i>IS-Registered</i>	Applicant has agreed to the upcoming info session over call				
	<i>IS-Not Interested</i>	Applicant has expressed disinterest in pursuing next steps with the program				
	<i>Test DNP</i>	Applicant was called to book the MAT, but did not receive the phone call				
	<i>Test Booked</i>	Applicant has booked the MAT				
	Lead Category	Quality of applicant based on internal parameters				
	<i>High</i>	Applicant is high quality				
	<i>Upper Medium</i>	Applicant is above average quality				
	<i>Medium</i>	Applicant is qualified, but lower priority				
	Created On	Date of applicant registering on the website & entering our CRM				
	Last Activity Date	Date of last activity by applicant within the CRM				
	Last Activity	Specifics of last activity executed by applicant				
	Recent Notes	Notes left against last conversation had by counsellor				

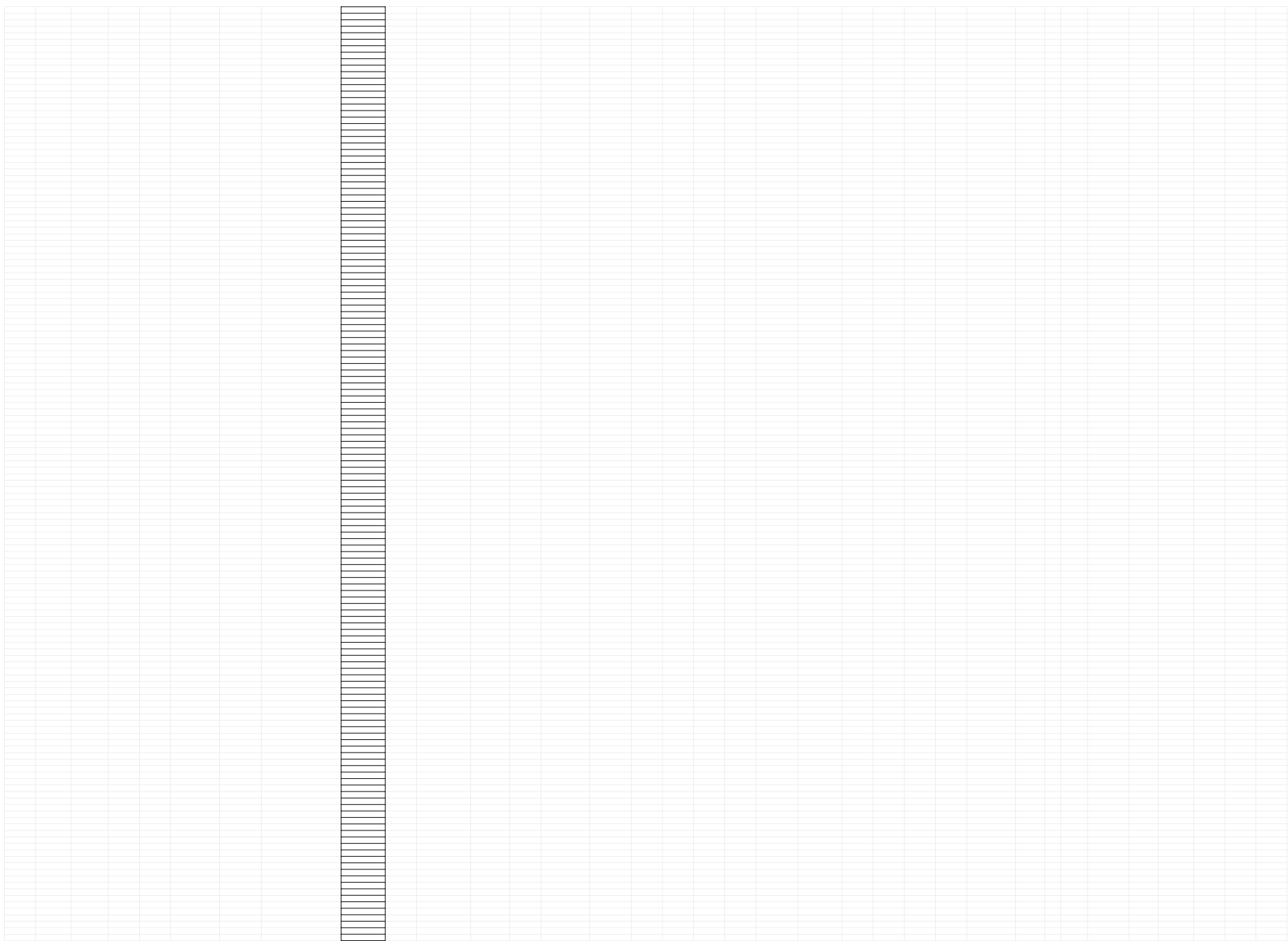
Goa	8.33%	11.63%	8.33%
Gurur	8.33%	2.33%	2.98%
Kolkata	7.50%	2.33%	0.00%
Delhi	4.17%	0.00%	
Mysuru	5.83%	4.65%	5.56%
Mumbai	12.50%	9.30%	2.78%
Chennai	5.00%	11.63%	2.78%
Madurai	5.83%	9.30%	8.33%
Bangaluru	5.00%	9.30%	5.56%
Indore	3.33%	2.33%	11.11%
Ahmedabad	4.17%	2.33%	8.33%
Kochi	3.33%	6.98%	8.33%
Hyderabad	5.00%	4.65%	8.33%
Gurgaon	5.00%	4.65%	5.56%
Pune	5.00%	9.30%	8.33%
Jalpur	2.50%	2.33%	2.78%

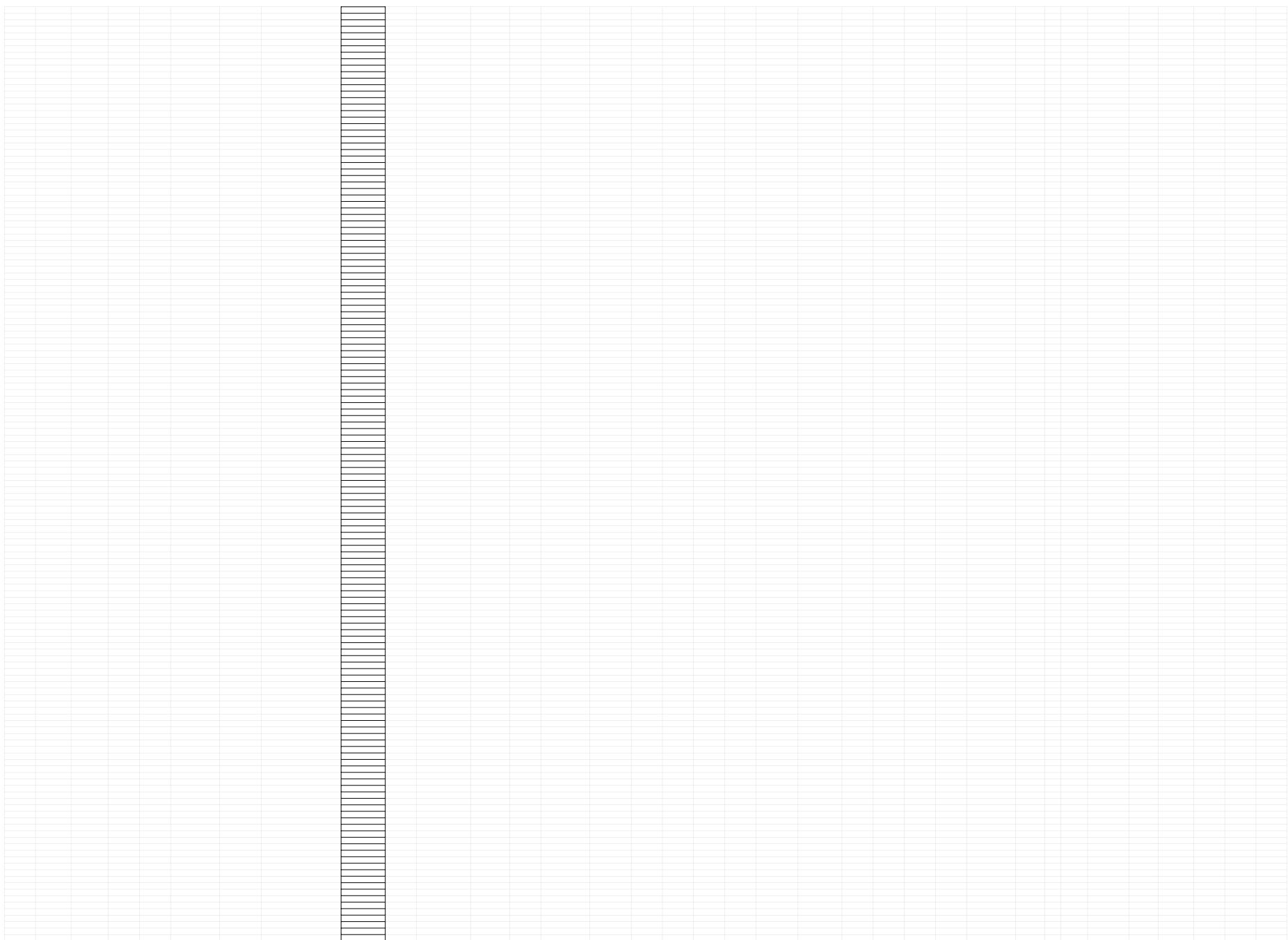
Applicant Stage	Test Booked	S-DNP	S-Call Letter	S-Busy, High Intent	S-Registered	S-Not Interested	Test DNP	Total	
Test Scheduled	0	0	0	0	0	0	0	13	
Registered, Not Attended	0	30	4	2	1	0	0	45	
Not registered for IS	0	0	11	9	0	28	0	48	
Attended L3	0	9	20	26	4	0	0	59	
Attended did not scan	0	0	3	4	5	0	0	12	
Registered for IS	0	0	0	0	23	0	0	23	
Fresh leads	0	0	10	0	0	0	0	10	
Total	0	39	47	48	44	35	13	4	200

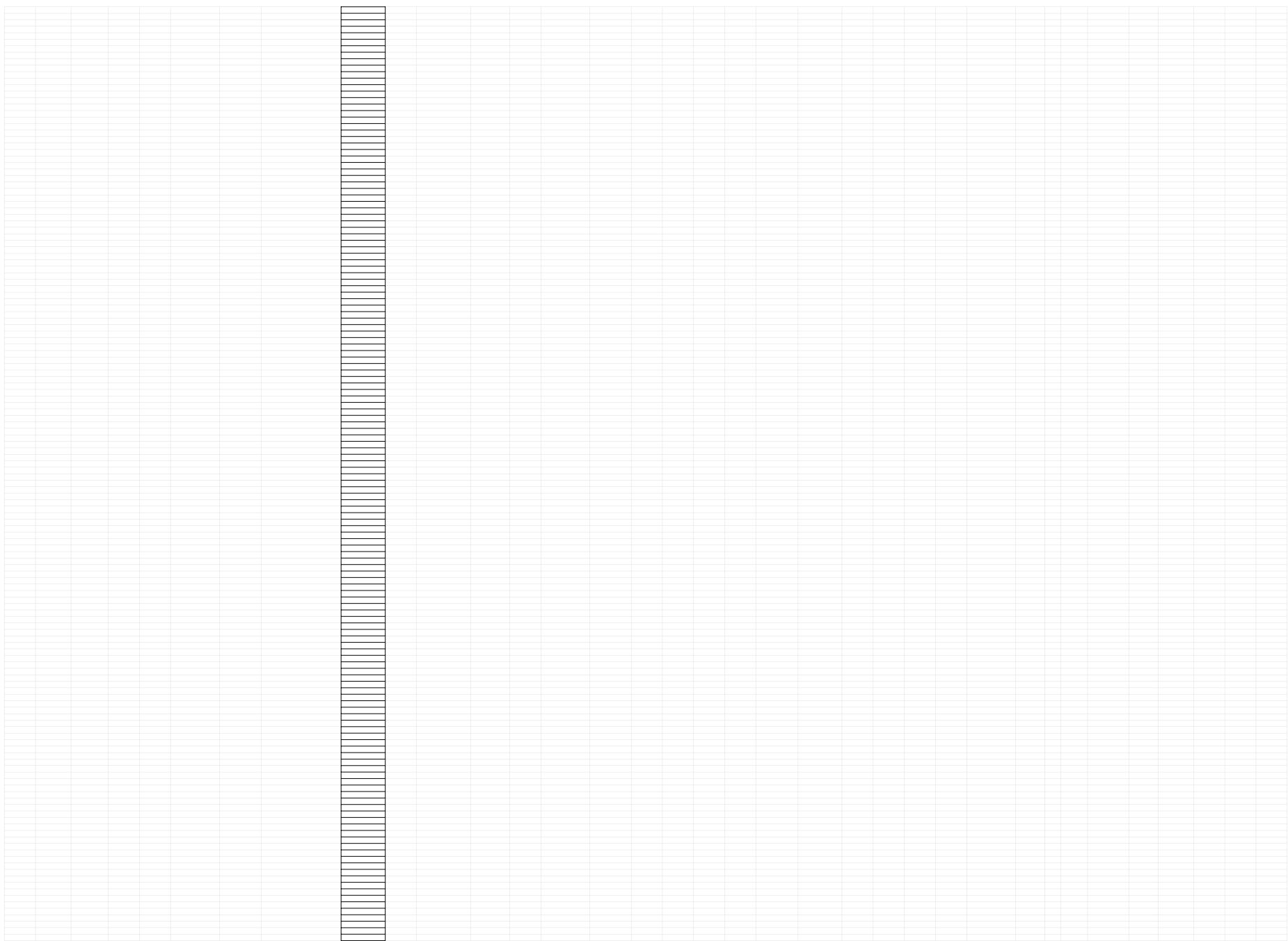
Assignment Stage	Test Booked	CS-DNP	CS-Cell Later	CS-Busy, High Interest	CS-Reassigned	CS-Not Interested	Test DNP	Total
Test Scheduled	0.00%	2.38%	0.00%	0.00%	0.00%	0.00%	2.38%	43
Assigned, Not Attempted	0.00%	0.00%	1.92%	0.00%	0.00%	0.00%	1.92%	35
Not registered for IS	0.00%	0.00%	0.50%	4.00%	0.00%	0.00%	0.00%	23
Attempted L3	0.00%	4.38%	10.00%	23.00%	2.00%	0.00%	0.38%	56
Assigned but not scan	0.00%	0.00%	1.50%	1.00%	2.00%	0.00%	0.50%	12
Completed for IS	0.00%	0.00%	0.00%	10.00%	0.00%	0.00%	0.00%	18
Fresh Leads	0.00%	0.00%	0.50%	1.00%	0.00%	0.00%	2.50%	18
	4.50%	20.00%	22.00%	17.50%	6.50%	0.00%	2.86%	200

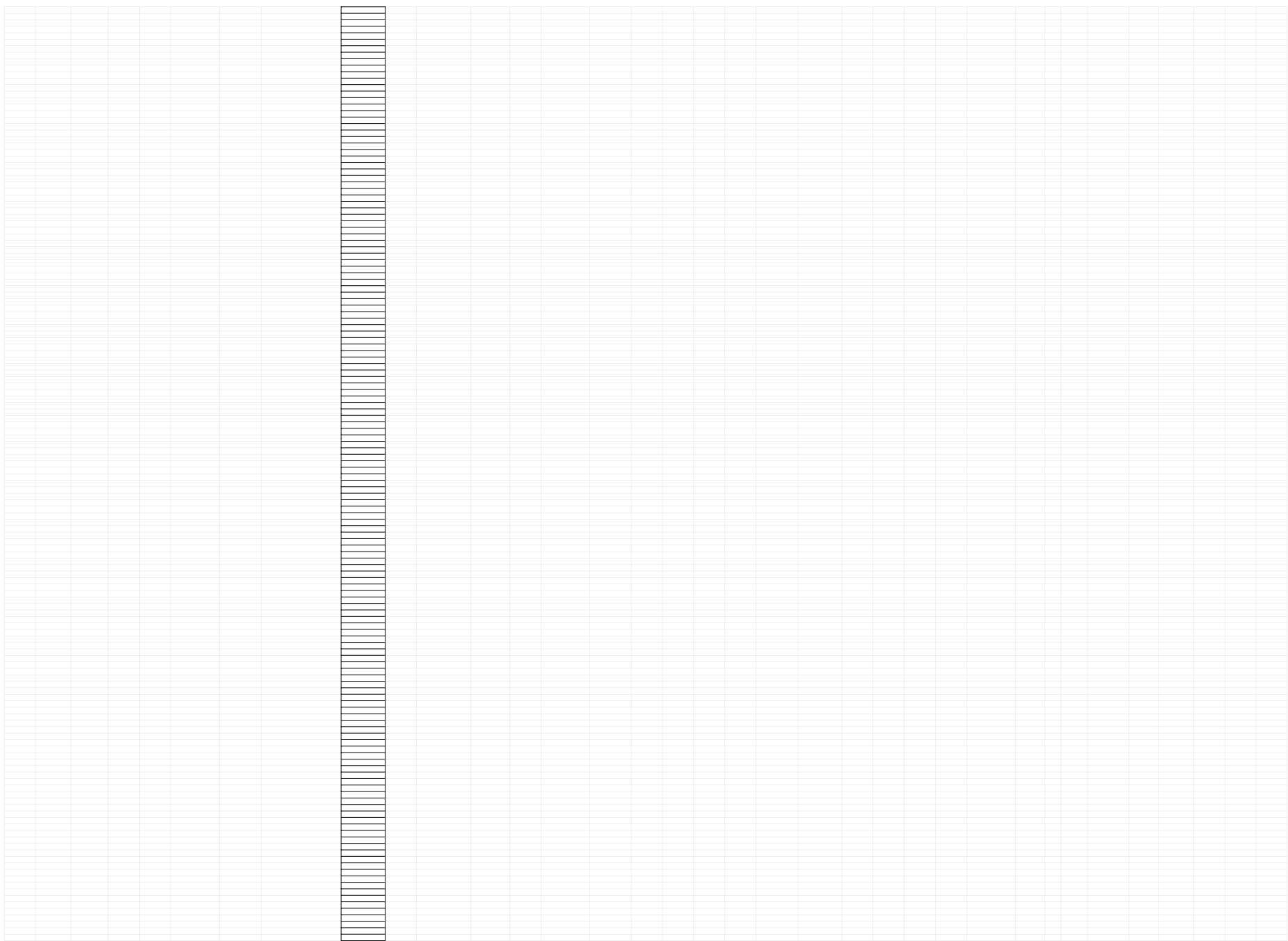
This analysis shows that the largest funnel leakage happens after registration, where nearly 64% of leads drop due to DNPs, indicating contact and followup issues rather than lack of intent. Post-L2, intent remains high, with over 22% of leads marked as Busy or Call Later. Once users reach lead scheduling, conversion is strong, confirming that improving post-registration engagement can significantly lift overall conversion.

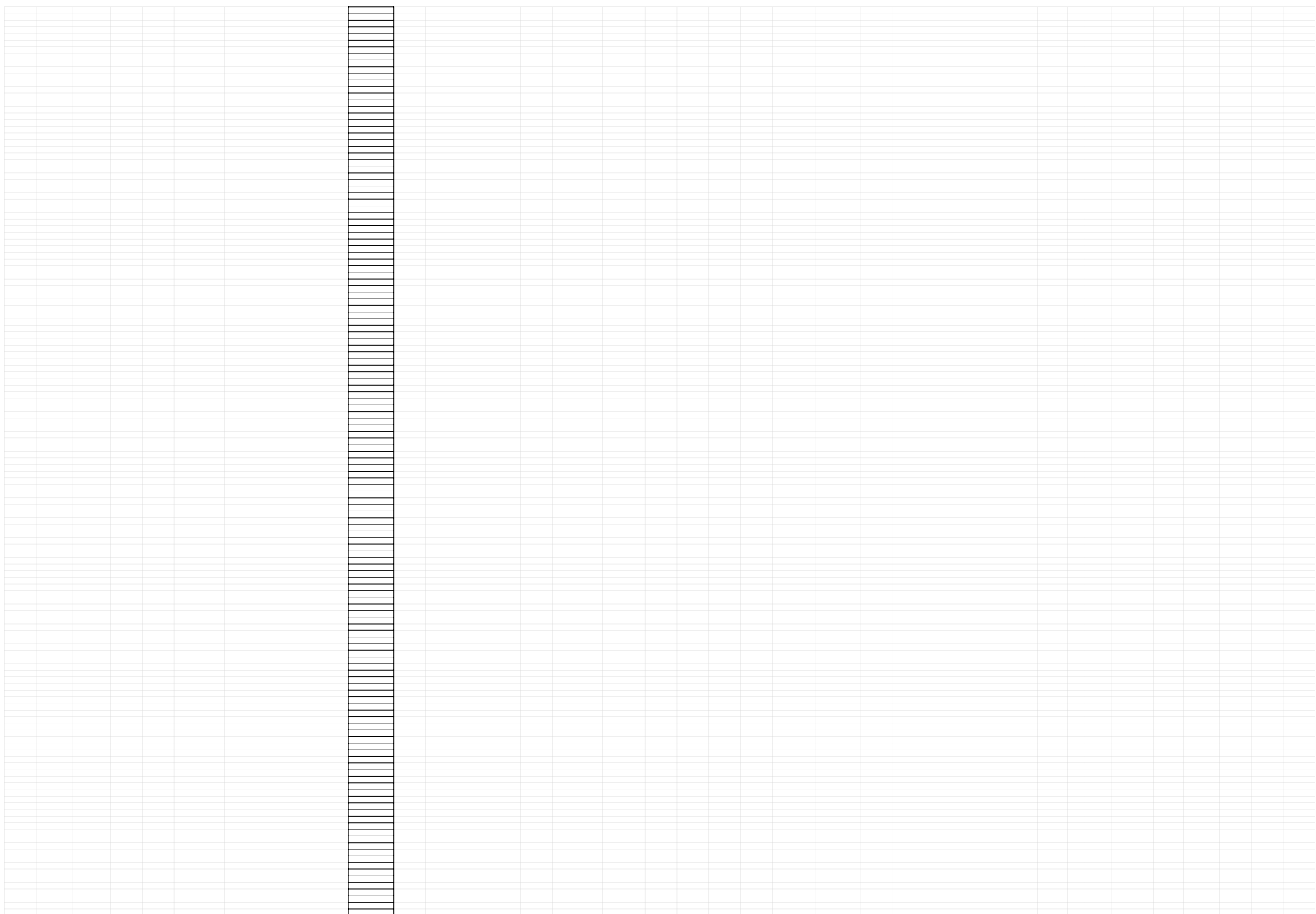
Malharjy	2023-09-09 22:28	15-Sep-2023	High	Mumbai	Registered	Not Attended	IS -CHP	No show, message to reachable.	3
Shrey Yatra	2023-09-09 21:30	24-Sep-2023	Medium	Chennai	Attended	LA	IS -Bus, High Inten	Pending MAT booking, seat reminders.	2
Ajay Aravet	2023-09-09 21:24	15-Sep-2023	Medium	Bombay	Registered	Not Attended	IS -CHP	Seat work conflict, will try available.	2
Aditya yatr	2023-09-09 21:43	20-Sep-2023	Upper medium	Roos	Attended	LA	IS -CHP	Will register after paying per cab.	3
Aradhya Patel	2023-09-09 21:13	15-Sep-2023	Medium	Roos	Not registered for IS	IS -Bus, High Inten	IS -CHP	Will register after paying per cab.	2
Rudra Gopal	2023-09-09 22:02	23-Sep-2023	High	Pune	Fresh leads.	IS -Bus, High Inten	IS -CHP	Confirmed availability.	3
Shravan Patel	2023-09-09 21:20	15-Sep-2023	Medium	Bangalore	Not registered for IS	IS -Bus, High Inten	IS -CHP	Shared IS calendar link on WhatsApp.	4
Meera Anant	2023-09-09 16:16	20-Sep-2023	High	Roos	Registered, Not Attended	IS -Bus, High Inten	IS -CHP	Will register after paying per cab.	2
Agnam Bani	2023-09-09 20:40	19-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Call Later	IS -CHP	Will register after paying per cab.	2
Aradhya Patel	2023-09-09 21:41	7-Sep-2023	Medium	Nagpur	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Agnam Pithi	2023-09-09 16:42	15-Sep-2023	High	Hyderabad	Registered, Not Attended	IS -Call Later	IS -CHP	Will register after paying per cab.	2
Rudra Yatra	2023-09-09 22:20	6-Sep-2023	Upper medium	Mumbai	Registered, Not Attended	IS -Call Later	IS -CHP	Shared IS calendar link on WhatsApp.	4
Ketan Khan	2023-09-09 21:03	11-Sep-2023	Medium	Hyderabad	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Ajay Reddy	2023-09-09 21:10	23-Sep-2023	Medium	Noida	Fresh leads.	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Agnam Maruti	2023-09-09 17:30	17-Sep-2023	High	Mysuru	Registered, Not Attended	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Rajesh Rathore	2023-09-09 17:11	21-Sep-2023	Medium	Roos	Registered for IS	IS -Registered	IS -CHP	Requested preferred date for IS.	2
Agnam Maruti	2023-09-09 18:38	17-Sep-2023	Medium	Chennai	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Shravan Kukal	2023-09-09 21:20	22-Sep-2023	Medium	Amravati	Registered did not scan	IS -Registered	IS -CHP	Confirmed availability.	3
Shrey Yatra	2023-09-09 16:18	17-Sep-2023	Medium	Kolkata	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Meera Bhat	2023-09-09 15:13	21-Sep-2023	Medium	Nagpur	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Trishu Yatra	2023-09-09 20:05	28-Sep-2023	High	Pune	Registered for IS	IS -Bus, High Inten	IS -CHP	Pending MAT booking, seat reminders.	4
Naman Verma	2023-09-09 20:20	23-Sep-2023	Medium	Nagpur	Not registered for IS	IS -Bus, High Inten	IS -CHP	Shared IS calendar link on WhatsApp.	4
Naman Suman	2023-09-09 20:53	16-Sep-2023	Medium	Chennai	Attended	LA	IS -CHP	Pending MAT booking, seat reminders.	4
Aradhya Patel	2023-09-09 20:08	20-Sep-2023	Upper medium	Noida	Registered did not scan	IS -Registered	IS -CHP	Requested preferred date for IS.	2
Aditya Nair	2023-09-09 16:14	23-Sep-2023	High	Chennai	Attended	LA	IS -Registered	Confirmed availability.	4
Naman Rahmani	2023-09-09 16:03	20-Sep-2023	Upper medium	Kolkata	Attended did not scan	IS -Bus, High Inten	IS -CHP	Confirmed availability.	3
Riya Desai	2023-09-09 16:47	17-Sep-2023	Medium	Mumbai	Registered, Not Attended	IS -CHP	IS -CHP	No show, message to reachable.	3
Shrey Yatra	2023-09-09 16:03	15-Sep-2023	Medium	Nagpur	Registered, Not Attended	IS -CHP	IS -CHP	No show, message to reachable.	3
Dipak Shrivastava	2023-09-09 18:24	19-Sep-2023	Upper medium	Chennai	Attended	LA	IS -Bus, High Inten	Confirmed availability date for MAT.	4
Aditya Arpan	2023-09-09 16:04	20-Sep-2023	Medium	Roos	Attended	LA	IS -Call Later	Not registered, MAT still conflict.	2
Agnam Chhatrapati	2023-09-09 21:24	20-Sep-2023	Medium	Mysuru	Registered, Not Attended	IS -Bus, High Inten	IS -CHP	Requested preferred date for IS.	2
Ansh Sharma	2023-09-09 14:17	24-Sep-2023	Medium	Mysuru	Not registered for IS	IS -Bus, High Inten	IS -CHP	Requested preferred date for IS.	2
Aradhya Patel	2023-09-09 20:08	11-Sep-2023	Upper medium	Noida	Registered for IS	IS -Call Later	IS -CHP	Pending MAT booking, seat reminders.	4
Riya Sharma	2023-09-09 22:40	20-Sep-2023	Medium	Mumbai	Registered, Not Attended	IS -CHP	IS -CHP	Seat work conflict, will try available.	2
Aradhya Patel	2023-09-09 16:27	20-Sep-2023	Upper medium	Noida	Registered, Not Attended	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Meera Anant	2023-09-09 17:03	28-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Not Interested	IS -CHP	Requested preferred date for IS.	2
Rishu Doshi	2023-09-09 18:01	15-Sep-2023	Medium	Kolkata	Registered, Not Attended	IS -CHP	IS -CHP	Requested another slot due to conflict.	3
Meera Kulkarni	2023-09-09 17:11	23-Sep-2023	Upper medium	Kolkata	Registered for IS	IS -CHP	IS -CHP	Seat work conflict, will try available.	2
Riya Kaur	2023-09-09 15:20	15-Sep-2023	Medium	Nagpur	Attended	LA	IS -Registered	Requested preferred date for IS.	2
Meera Bhat	2023-09-09 20:28	15-Sep-2023	High	Kolkata	Registered	LA	IS -CHP	Seat work conflict, will try available.	2
Riya Naidu	2023-09-09 24:30	5-Sep-2023	High	Nagpur	Attended	LA	IS -Registered	Requested preferred date for IS.	2
Meera Anant	2023-09-09 17:03	28-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Not Interested	IS -CHP	Requested preferred date for IS.	2
Shrey Yatra	2023-09-09 21:30	24-Sep-2023	Medium	Chennai	Attended	LA	IS -Bus, High Inten	Confirmed availability date for MAT.	4
Ajay Aravet	2023-09-09 21:24	15-Sep-2023	Medium	Bombay	Registered	Not Attended	IS -CHP	Seat work conflict, will try available.	2
Aditya yatr	2023-09-09 21:43	20-Sep-2023	Upper medium	Roos	Attended	LA	IS -CHP	Will register after paying per cab.	3
Aradhya Patel	2023-09-09 21:13	15-Sep-2023	Medium	Roos	Not registered for IS	IS -Bus, High Inten	IS -CHP	Will register after paying per cab.	2
Rudra Gopal	2023-09-09 22:02	23-Sep-2023	High	Pune	Fresh leads.	IS -Bus, High Inten	IS -CHP	Confirmed availability.	3
Shravan Patel	2023-09-09 21:20	15-Sep-2023	Medium	Bangalore	Not registered for IS	IS -Bus, High Inten	IS -CHP	Shared IS calendar link on WhatsApp.	4
Meera Anant	2023-09-09 16:16	20-Sep-2023	High	Roos	Registered, Not Attended	IS -Bus, High Inten	IS -CHP	Will register after paying per cab.	2
Agnam Bani	2023-09-09 20:40	19-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Call Later	IS -CHP	Will register after paying per cab.	2
Aradhya Patel	2023-09-09 21:41	7-Sep-2023	Medium	Nagpur	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Agnam Pithi	2023-09-09 16:42	15-Sep-2023	High	Hyderabad	Registered, Not Attended	IS -Call Later	IS -CHP	Will register after paying per cab.	2
Rudra Yatra	2023-09-09 22:20	6-Sep-2023	Upper medium	Mumbai	Registered, Not Attended	IS -Call Later	IS -CHP	Shared IS calendar link on WhatsApp.	4
Ketan Khan	2023-09-09 21:03	11-Sep-2023	Medium	Hyderabad	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Ajay Reddy	2023-09-09 21:10	23-Sep-2023	Medium	Noida	Fresh leads.	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Agnam Maruti	2023-09-09 17:30	17-Sep-2023	High	Mysuru	Registered, Not Attended	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Rajesh Rathore	2023-09-09 17:11	21-Sep-2023	Medium	Roos	Registered for IS	IS -Registered	IS -CHP	Requested preferred date for IS.	2
Agnam Maruti	2023-09-09 18:38	17-Sep-2023	Medium	Chennai	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Shravan Kukal	2023-09-09 21:20	22-Sep-2023	Medium	Amravati	Registered did not scan	IS -Registered	IS -CHP	Confirmed availability.	3
Shrey Yatra	2023-09-09 16:18	17-Sep-2023	Medium	Kolkata	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Meera Bhat	2023-09-09 15:13	21-Sep-2023	Medium	Nagpur	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Trishu Yatra	2023-09-09 20:05	28-Sep-2023	High	Pune	Registered for IS	IS -Bus, High Inten	IS -CHP	Pending MAT booking, seat reminders.	4
Naman Verma	2023-09-09 20:20	23-Sep-2023	Medium	Nagpur	Not registered for IS	IS -Bus, High Inten	IS -CHP	Shared IS calendar link on WhatsApp.	4
Naman Suman	2023-09-09 20:53	16-Sep-2023	Medium	Chennai	Attended	LA	IS -CHP	Pending MAT booking, seat reminders.	4
Aradhya Patel	2023-09-09 20:08	20-Sep-2023	Upper medium	Noida	Registered did not scan	IS -Registered	IS -CHP	Requested preferred date for IS.	2
Aditya Nair	2023-09-09 16:14	23-Sep-2023	High	Chennai	Attended	LA	IS -Registered	Confirmed availability.	4
Naman Rahmani	2023-09-09 16:03	20-Sep-2023	Upper medium	Kolkata	Attended did not scan	IS -Bus, High Inten	IS -CHP	Confirmed availability.	3
Riya Desai	2023-09-09 16:47	17-Sep-2023	Medium	Mumbai	Registered, Not Attended	IS -CHP	IS -CHP	No show, message to reachable.	3
Shrey Yatra	2023-09-09 16:03	15-Sep-2023	Medium	Nagpur	Registered, Not Attended	IS -CHP	IS -CHP	No show, message to reachable.	3
Dipak Shrivastava	2023-09-09 18:24	19-Sep-2023	Upper medium	Chennai	Attended	LA	IS -Bus, High Inten	Confirmed availability date for MAT.	4
Aditya Arpan	2023-09-09 16:04	20-Sep-2023	Medium	Roos	Attended	LA	IS -Call Later	Not registered, MAT still conflict.	2
Agnam Chhatrapati	2023-09-09 21:24	20-Sep-2023	Medium	Mysuru	Registered, Not Attended	IS -Bus, High Inten	IS -CHP	Requested preferred date for IS.	2
Ansh Sharma	2023-09-09 14:17	24-Sep-2023	Medium	Mysuru	Not registered for IS	IS -Bus, High Inten	IS -CHP	Requested preferred date for IS.	2
Aradhya Patel	2023-09-09 20:08	11-Sep-2023	Upper medium	Noida	Registered for IS	IS -Call Later	IS -CHP	Pending MAT booking, seat reminders.	4
Riya Sharma	2023-09-09 22:40	20-Sep-2023	Medium	Mumbai	Registered, Not Attended	IS -CHP	IS -CHP	Seat work conflict, will try available.	2
Aradhya Patel	2023-09-09 16:27	20-Sep-2023	Upper medium	Noida	Registered, Not Attended	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Meera Anant	2023-09-09 17:03	28-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Not Interested	IS -CHP	Requested preferred date for IS.	2
Rishu Doshi	2023-09-09 18:01	15-Sep-2023	Medium	Kolkata	Registered, Not Attended	IS -CHP	IS -CHP	Requested another slot due to conflict.	3
Meera Kulkarni	2023-09-09 17:11	23-Sep-2023	Upper medium	Kolkata	Registered for IS	IS -CHP	IS -CHP	Seat work conflict, will try available.	2
Riya Kaur	2023-09-09 15:20	15-Sep-2023	Medium	Nagpur	Attended	LA	IS -Registered	Requested preferred date for IS.	2
Meera Bhat	2023-09-09 20:28	15-Sep-2023	High	Kolkata	Registered	LA	IS -CHP	Seat work conflict, will try available.	2
Riya Naidu	2023-09-09 24:30	5-Sep-2023	High	Nagpur	Attended	LA	IS -Registered	Requested preferred date for IS.	2
Meera Anant	2023-09-09 17:03	28-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Not Interested	IS -CHP	Requested preferred date for IS.	2
Shrey Yatra	2023-09-09 21:30	24-Sep-2023	Medium	Chennai	Attended	LA	IS -Bus, High Inten	Confirmed availability date for MAT.	4
Ajay Aravet	2023-09-09 21:24	15-Sep-2023	Medium	Bombay	Registered	Not Attended	IS -CHP	Seat work conflict, will try available.	2
Aditya yatr	2023-09-09 21:43	20-Sep-2023	Upper medium	Roos	Attended	LA	IS -CHP	Will register after paying per cab.	3
Aradhya Patel	2023-09-09 21:13	15-Sep-2023	Medium	Roos	Not registered for IS	IS -Bus, High Inten	IS -CHP	Will register after paying per cab.	2
Rudra Gopal	2023-09-09 22:02	23-Sep-2023	High	Pune	Fresh leads.	IS -Bus, High Inten	IS -CHP	Confirmed availability.	3
Shravan Patel	2023-09-09 21:20	15-Sep-2023	Medium	Bangalore	Not registered for IS	IS -Bus, High Inten	IS -CHP	Shared IS calendar link on WhatsApp.	4
Meera Anant	2023-09-09 16:16	20-Sep-2023	High	Roos	Registered, Not Attended	IS -Bus, High Inten	IS -CHP	Will register after paying per cab.	2
Agnam Bani	2023-09-09 20:40	19-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Call Later	IS -CHP	Will register after paying per cab.	2
Aradhya Patel	2023-09-09 21:41	7-Sep-2023	Medium	Nagpur	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Agnam Pithi	2023-09-09 16:42	15-Sep-2023	High	Hyderabad	Registered, Not Attended	IS -Call Later	IS -CHP	Will register after paying per cab.	2
Rudra Yatra	2023-09-09 22:20	6-Sep-2023	Upper medium	Mumbai	Registered, Not Attended	IS -Call Later	IS -CHP	Shared IS calendar link on WhatsApp.	4
Ketan Khan	2023-09-09 21:03	11-Sep-2023	Medium	Hyderabad	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Ajay Reddy	2023-09-09 21:10	23-Sep-2023	Medium	Noida	Fresh leads.	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Agnam Maruti	2023-09-09 17:30	17-Sep-2023	High	Mysuru	Registered, Not Attended	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Rajesh Rathore	2023-09-09 17:11	21-Sep-2023	Medium	Roos	Registered for IS	IS -Registered	IS -CHP	Requested preferred date for IS.	2
Agnam Maruti	2023-09-09 18:38	17-Sep-2023	Medium	Chennai	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Shravan Kukal	2023-09-09 21:20	22-Sep-2023	Medium	Amravati	Registered did not scan	IS -Registered	IS -CHP	Confirmed availability.	3
Shrey Yatra	2023-09-09 16:18	17-Sep-2023	Medium	Kolkata	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Meera Bhat	2023-09-09 15:13	21-Sep-2023	Medium	Nagpur	Registered for IS	IS -Registered	IS -CHP	Confirmed availability.	3
Trishu Yatra	2023-09-09 20:05	28-Sep-2023	High	Pune	Registered for IS	IS -Bus, High Inten	IS -CHP	Pending MAT booking, seat reminders.	4
Naman Verma	2023-09-09 20:20	23-Sep-2023	Medium	Nagpur	Not registered for IS	IS -Bus, High Inten	IS -CHP	Shared IS calendar link on WhatsApp.	4
Naman Suman	2023-09-09 20:53	16-Sep-2023	Medium	Chennai	Attended	LA	IS -CHP	Pending MAT booking, seat reminders.	4
Aradhya Patel	2023-09-09 20:08	20-Sep-2023	Upper medium	Noida	Registered did not scan	IS -Registered	IS -CHP	Requested preferred date for IS.	2
Aditya Nair	2023-09-09 16:14	23-Sep-2023	High	Chennai	Attended	LA	IS -Registered	Confirmed availability.	4
Naman Rahmani	2023-09-09 16:03	20-Sep-2023	Upper medium	Kolkata	Attended did not scan	IS -Bus, High Inten	IS -CHP	Confirmed availability.	3
Riya Desai	2023-09-09 16:47	17-Sep-2023	Medium	Mumbai	Registered, Not Attended	IS -CHP	IS -CHP	No show, message to reachable.	3
Shrey Yatra	2023-09-09 16:03	15-Sep-2023	Medium	Nagpur	Registered, Not Attended	IS -CHP	IS -CHP	No show, message to reachable.	3
Dipak Shrivastava	2023-09-09 18:24	19-Sep-2023	Upper medium	Chennai	Attended	LA	IS -Bus, High Inten	Confirmed availability date for MAT.	4
Aditya Arpan	2023-09-09 16:04	20-Sep-2023	Medium	Roos	Attended	LA	IS -Call Later	Not registered, MAT still conflict.	2
Agnam Chhatrapati	2023-09-09 21:24	20-Sep-2023	Medium	Mysuru	Registered, Not Attended	IS -Bus, High Inten	IS -CHP	Requested preferred date for IS.	2
Ansh Sharma	2023-09-09 14:17	24-Sep-2023	Medium	Mysuru	Not registered for IS	IS -Bus, High Inten	IS -CHP	Requested preferred date for IS.	2
Aradhya Patel	2023-09-09 20:08	11-Sep-2023	Upper medium	Noida	Registered for IS	IS -Call Later	IS -CHP	Pending MAT booking, seat reminders.	4
Riya Sharma	2023-09-09 22:40	20-Sep-2023	Medium	Mumbai	Registered, Not Attended	IS -CHP	IS -CHP	Seat work conflict, will try available.	2
Aradhya Patel	2023-09-09 16:27	20-Sep-2023	Upper medium	Noida	Registered, Not Attended	IS -Call Later	IS -CHP	Requested preferred date for IS.	2
Meera Anant	2023-09-09 17:03	28-Sep-2023	Medium	Kolkata	Not registered for IS	IS -Not Interested	IS -CHP	Requested preferred date for IS.	2
Rishu Doshi	2023-09-09 18:01	15-Sep-2023	Medium	Kolkata	Registered, Not Attended	IS -CHP	IS -CHP	Requested another slot due to conflict.	3
Meera Kulkarni	2023-09-09 17:11	23-Sep-2023	Upper medium	Kolkata	Registered for IS	IS -CHP	IS -CHP	Seat work conflict, will try available.	2
Riya Kaur	2023-09-09 15:20	15-Sep-2023	Medium	Nagpur	Attended	LA	IS -Registered	Requested preferred date for IS.	2
Meera Bhat	2023-09-09 20:28	15-Sep-202							











Lead Age_in_months

City All

COUNTA of Nam Recent Disposition								
Applicant Stage	IS-Busy, High Int	IS-Call Later	IS-DNP	IS-Not Interested	IS-Registered	Test Booked	Test DNP	Grand Total
Attended did not	4	3			5			12
Attended L3	26	20	9		4			59
Fresh leads	3	10		5				18
Not registered for	9	11		8				28
Registered for IS					25			25
Registered, Not /	2	4	38		1			45
Test Scheduled						9	4	13
Grand Total	44	48	47	13	35	9	4	200

Lead Category All

