INTRODUCTION

1.1 Overview

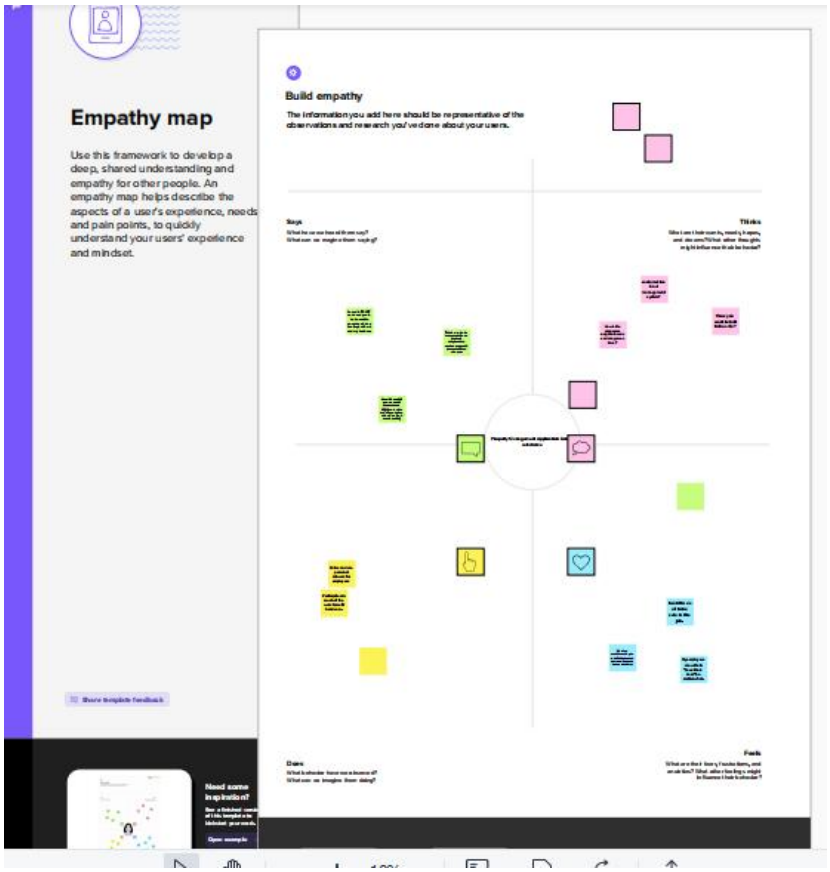
Property management of sales force application using sales force is CRM buyer can order his requirements and get the appropriate details of the property.According to the customers nterest we can provide him with some discounts up to what extent he can get the discount .We will be enable to track whether he is interested in taking the loan available for so just calculate how much loan amount user can get .It provide the security for two different profiles like for marketing and sales team. We can create the report according to one requirement.

1.2 Purpose

To enable a buyer to get a suitable property along with the discount and loan facilities.

2 Problem Definition & Design Thinking

2.1 Empathy Map



2.2 ideation %Brainstorming Map

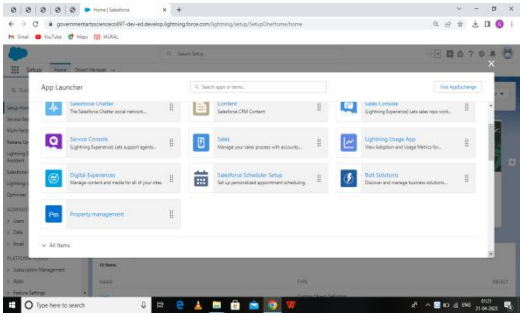
RESULT

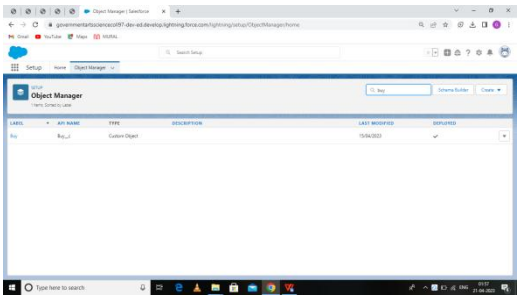
2.2 Data Model:

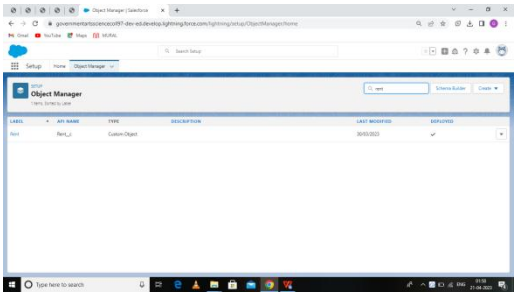
Object name	**Fields the object**	
LEAD	**Field label**	**Data type**
	Lead	Autonumber
	State	Picklist
	City	Picklist
	Email	Email
RENT	**Filed label**	**Data type**
	Rent	Autonumber
	Rental city	Text
	BHK Type	Picklist
BUYER	**Field label**	**Data type**
	Property type	Picklist
	Discount	Percantage
	State	Picklist
	City	City

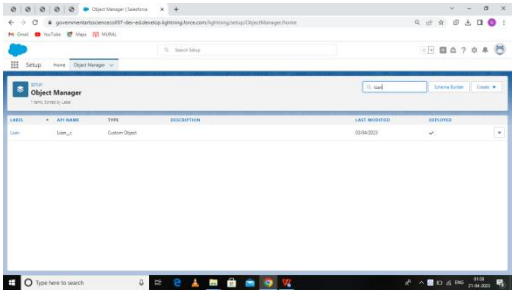
	Field label	Data type
LOAN	Loan ID	Autonumber
	Interest Rate	Currency
	Term	Number
	Annual loan	Number
	Total loan Instalments	Number
	Loan Repayment	Number
	Loan Amount	Formula

2.3 Activity & Screenshot

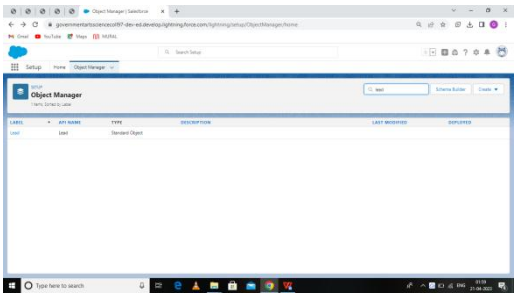


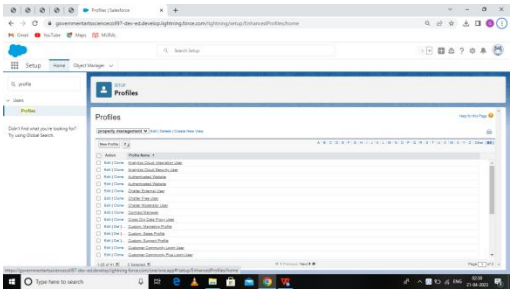


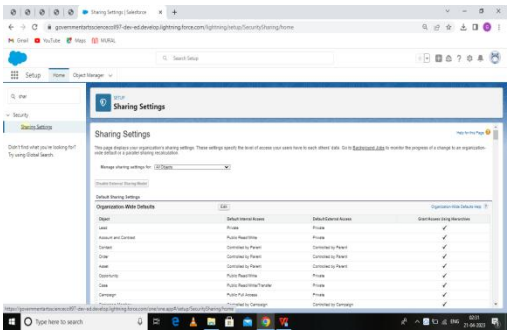


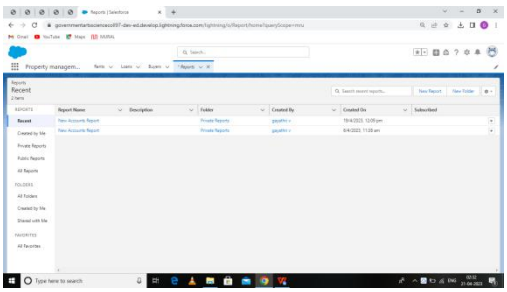


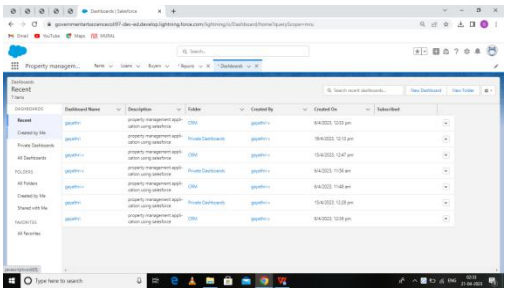
Project Report Template

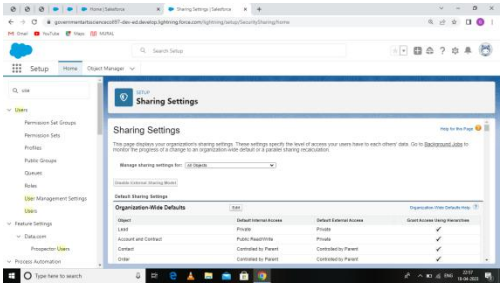


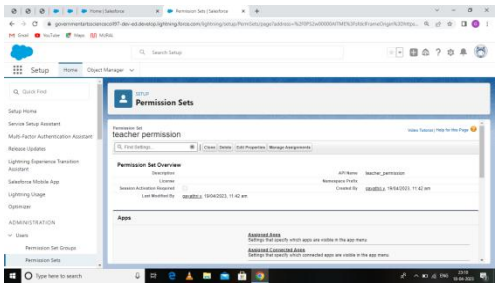












3 Trailhead Profile Public URL

Team Lead-

https://trailblazer.me/id/gayav22

Team Member 1-
https://trailblazer.me/
id/anjar20

Team Member 2 -
https://trailblazerme/i
d/dhank63

Team Member 3-
https://traiblazerme/Id/haria66

4 ADVANTAGES & DISADVANTAGE

ADVANTAGES:

* 24 hours, 365 days service facilities.
* All services like loan and discount facilities.

DIS ADVANTAGES:

* Customers inadequate exposures in information technology.
* Expensive .

APPLICATIONS

* It will help the owner, to find suitable buyers.
* Further it will help the buyers to set suitable properties with Appropriate discount and loans.

CONCLUSION

* We believe thet this project will be helpful in managing properties and to find suitable buyers, we other hand it will helpful for the Buyers to find suitable properties, without any difficults.

FUTURE SCOPE

* Sellers and buyers can be linked from anywhere around the world.