# Sales Lead Retrieval

This system gives
exhibitors  an immediate
hard copy of the sales lead.

The excel file will be sent by email
at the end of the conference.

*saving inputting labor,*
*avoiding errors*
*and lost sales.*

Hand held with batter
There is no need for electricity.

This is an actual hard copy printout from the scanner.

```
Record:      132
 Name         FRANK KAPZYNSKI
 Title        PRESIDENT
 Company      TORCHIDS UNLIMITED
 Street       XXX STAMEN WAY
 City         BEDFORD  NY  1XXX3
 Phone        XXX-XXX-XXXX
 Fax          XXX-XXX-XXXX
 Email        fkapzynsky@trochdis.com
 Card *       2856
 Entered      05-08-01   14:10:28

 Answer:

              Send Line Card
              Set up Demo
              Final Say




Record:      133
 Name         Qi Zhu
 Title        Vice President
 Company      CompuTec, Inc.
 Street       5884 Cottonwood Dr.
 City         Ypsilanti, MI 48197
 Country      USA
 Phone        734-572-4705
 Fax          734-572-4715
 Email        qizhu@computec-inc.com
 Card No.     7823
 ENTERED      05-08-01   14:10:32

 Answer:

              Have Salesman Call
              Immediate Need
              End User
              Recommends
```

ALL THE XXXs HAVE BEEN PUT IN TO PROTECT THE
ATTENDEE.

# Lead Qualifier Sheet

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**
2. **Send Catalog**
3. **Send Detailed Quote**
4. **Send Sample**
5. **Have Salesman Call**
6. **Provide Quote**
7. **Immediate Need**
8. **Set up Demo**
9. **End User**
10. **Distributor**
11. **VAR**
12. **OEM**
13. **Does Purchasing**
14. **Recommends**
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 build-in list

[ ]  Add to the build-in list

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____

20. _____
21. _____
22. _____
23. _____
24. _____
25. _____
26. _____
27. _____
28. _____
29. _____
30. _____
31. _____
32. _____
33. _____
34. _____
35. _____
36. _____
37. _____
38. _____

**Electronic Data Capture Terminal**

## HOMECARExpo 2010

Dallas, TX  Oct 2 - 6, 2010

# $ALES TRACKING
# *SCANNING SYSTEM*

| Description | QTY | Advance Price* | Regular Price | Subtotal |
|---|---|---|---|---|
| Handheld Tracking System (Scan and download data at end of the show, No Power needed) | | $285.00 | $305.00 | |
| Handheld Printer (Connecting to handheld scanner, no power needed) | | $50.00 | $70.00 | |
| | | | | |
| Customized Lead Qualifier Sheet (See back side for details) | | $50.00 | $70.00 | |
| * *The advance date is Sept 10, 2010. No Refund after Oct. 2, 2010* | | **Total** | | |

Name: _____PH: _____FX: _____Booth ____

Company: _____E-Mail: _____

Address: _____City: _____State: ___ZIP: _____

**Payment Method**  [  ] AMX  [  ] MasterCard  [  ] Visa   [  ] Check payable to: **CompuTec Inc.**


**FAX**

Credit Card No. _____ Expiration _____

Cardholder Name:_____

Signature:_____Date:_____

**Send or Fax to:  CompuTec Inc.**
**3130 Andora Dr.,**          **Ph: (734)929-4052**
**Ypsilanti, MI 48198**       **Fx: (734)929-2953**

*The Lead Retrieval terminals are available for pickup on Oct 2, 2010  in service area.  The terminal should be returned to registration desk within one hour of the end of the show.  Otherwise a charge of $2400.00 will be applied to your company.*