

Lead Dispositions

- 1) **Issued Lead** An appointment that is put on a sales reps schedule.

- 2) **Demo**
 - a) Sales Reps is at the house for at least one hour.
 - b) Sales Rep shows the customer something (Ex. product video presentation)
 - c) Sales Reps gives a price of any kind.

- 3) **No Demo** Sales Rep was at the house for less than an hour and did not show anything at all or didn't give a price. And we do not want to go back to that lead.

- 4) **Reset**
 - a) No one is home
 - b) One leg (Ex. all decision makers not present)
 - c) Not enough time to complete presentation (Ex. customer leaving)

- 5) **No See**
 - a) Scheduled appointment that the customer called and cancels the day of the appointment.
 - b) Sales Rep is 30 minutes or more late to the appointment.
 - c) Sales Rep can't make it to house. (Ex. in another appointment, sick)

- 6) **Sale** A contract was written and signed.