

ACTION CODE CUSTOMIZATION

Customize your list of prospect qualifiers to standardize your sales effort and more effectively communicate qualifying information to your sales force in the field or home office.

Simply scan the attendee badge with the hand held scanner and then scan the appropriate bar code below the desired action code.

The following is a list of the standard action codes:

- ADD TO MAILING LIST
- CURRENT CUSTOMER
- DISTRIBUTOR
- HAS PURCHASING AUTHORITY
- HAVE SALES REP CALL
- HOT LEAD!
- INQUIRY ONLY
- INTERESTED BUYER
- OEM
- PRODUCT A
- PRODUCT B
- PRODUCT C
- PRODUCT D
- PRODUCT E
- PRODUCT F
- SCHEDULE DEMONSTRATION
- SEND LITERATURE
- SEND PRICING INFO
- VAR
- WANTS PRESENTATION

Please list below your custom action codes. These custom codes will be ready for you when you pick up your reader at the show. (Please type or print legibly, maximum 35 characters per code.)

► Company Name: _____

► Show Name: _____

► Booth Number: _____

1 _____

2 _____

3 _____

4 _____

5 _____

6 _____

7 _____

8 _____

9 _____

10 _____

11 _____

12 _____

13 _____

14 _____

15 _____

16 _____

17 _____

18 _____

19 _____

20 _____