

Pierce-Arrow PROSPECT FILE CARD

INSTRUCTIONS: Made in Original as Follow-up Record of Prospects for salesman. Use Work Code:

- F - Failed to make personal contact.
- V - Brought prospect to showroom.
- D - Demonstrated car to prospect.
- A - Quoted used car allowance.
- N - No effort to contact.
- S - Sold prospect.
- X - Lost Prospect.
- K - Cancel from file.

Name		Salesman		Date Listed	Class
Date	Work Code	Result of Interview	Next Interview		
			Date	Hour	Place
Interested in model		Body Style	Now Owns		
Business Address			Business Phone		
Home Address			Home Phone		
Source of Prospect					

Pierce-Arrow PROSPECT FILE CARD-OWNERS

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