

Magic 35 Qualification



Date:			
Company:		Phone Number:	
Address:		Website:	
Town:			
Postcode:			
Contact Title:			
Contact Name:			
Email Address:			
DDI/Mobile:			

Project Scope:			
Company Profile:			
Industry Sector:			
Number of Sites:			



Client Name:	Sales Process Stage (circle): Find & Create - Define & Understand - Propose, Recommend, Present - Close-out - Serve & Grow The text below details the information we have attained at this stage of the opportunity development life-cycle per Magic 35 criteria:	Understanding score 0 – 5 (low to high)
Budget		
Defined Need		
Decision Maker		
Decision Criteria		
Compelling Event		
Timescales		
Competition		

Next Step