

INSTANT SET APPOINTMENT

ENVIRONAIRE

Authorized Rainbow® Distributor · Reading, PA

LEAD SOURCE: INSTANT SET — REFERRAL

1 DEALER & REFERRING CUSTOMER

DEALER'S NAME

DATE

REFERRING CUSTOMER (WHOSE HOME YOU ARE IN)

THEIR PHONE

2 WHO WE ARE GOING TO SHOW THE PRODUCT TO

NAME

MOBILE

SPOUSE'S NAME

SECOND PHONE

3 ADDRESS & DETAILS

STREET ADDRESS

CITY

STATE

ZIP

HOME STATUS

☐ Buying

☐ Renting

Apartments do not qualify

TYPE OF WORK / OCCUPATION

4 APPOINTMENT DETAILS

DATE OF APPOINTMENT

DAY OF APPOINTMENT

TIME OF APPOINTMENT (circle one)

☐

10:00 AM

☐

2:00 PM

☐

6:00 PM

☐

7:00 PM

OTHER TIME:

5 DEALER NOTES

BEFORE YOU LEAVE

1. Confirm **both** decision makers will be there.
2. Read the address back to them on the phone.
3. Call the office for the **marketing call-out** before you pack up — sale or no sale.

4. Enter the appointment in **RBO** before you leave the home.
5. Save the office number in their phone: first name **Rainbow**, last name **Free Gifts**.
6. Thank the referring customer by name.