

Find Out More

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Magna Computer
Corp
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Clearwater Florida, 33756

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San Francisco: +1 415-367-7496

Fax: +1 877-217-2072

Email: Sales@Magna.net

Company:

Date:

Resort:

Contact:

Address:

Phone:

City:

Fax:

State:

Source:

ZIP/PostalCode:

Exchange:

II

Country:

RCI

E-mail:

Coast to
Coast

Website:

Type of Company:

Combined
Marketing

Developer
Owner Assoc

Resort Information: Product you sell
and size of project

a. Type of
Resort

Deeded Right to
Use Membership

b.
Usage

Fixed

Flex

Points

c. Number of
Properties:

Now

Planned
(fill out one survey per
property)

d. Number of
Weeks or Memberships:

Number
of Units (if timeshare):

Shares

Total

Sold

Available

e. What is the one
item in your resort what if changed would
increase productivity and forward
expansion?

Sales Information: Volume of business
to gauge size of system and software

f. Source of
tour flow (Number of tours per week):

Total
TV
Mail
OPC
Print
Ad

Telemarketing

InBound OutBound Owner
Referral

g. Annual
Sales:

Gross
\$ Net
\$

h. Sales
Lines or Offices:

In-house

No.
Offsite No.
On-site No.
Brokers

i. What is the
one item about your sales and marketing
that if changed would increase sales
volume and efficiency?:

Staff Information: Training needs,
no. of workstations and system size

j. Total number of
employees in each category

Managers Salespeople Telemarketers

Contacts Mortgages Contract
proc

Fundings Maint
Fees Hotel
&
Reservations

k. What
is the one think about your employees
that if changed would help you succeed
better?

Computer Information: Your thoughts
on computer needs.

l. Current system

Single-user
Multi-user
Spreadsheet

m. Number of in-house
workstations:

Current Required

n. Number of off-site
workstations:

Current Required

o. Total no. of
printers:

Current Required

Notes

