



## Worksheet 2: Sample Lead Qualification Form

**Name**

**Title**

**Company**

**Phone Number** (optional, as long as you have an e-mail)

**E-mail** (optional, as long as you have a phone number)

**Address** (optional)

1. What is your role in the decision-making process?
2. When do you plan to purchase?
3. Which products (or services) are you interested in? (optional)
4. How much (or at what level) do you need? (optional)
5. Your own questions here.