

Sales Workbook Process

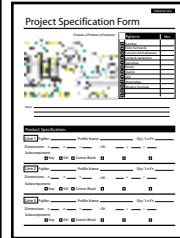
Project Design

Contact / Project Form

A thumbnail image of the 'Contact / Project Form'. It shows a form with various fields for contact information, project details, and a large section for notes or additional information.

Use this form to capture your contact and project pertinent information.

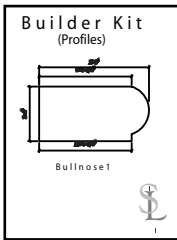
Project Specification Form

A thumbnail image of the 'Project Specification Form'. It shows a form with a grid for specifying materials, colors, and other project details, along with a section for a project description.

This form is used to create your estimate for the customer and to also help in the order process for distributor.

Product Design

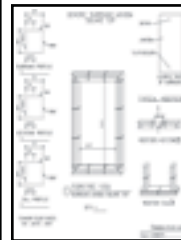
Profiles / Families



Displays the different profiles that are included in the Starter, Builder and Designer kits. It also shows the families that relate to each other visually.

You can attach these to your order form to ensure the profiles you selected are known visually.

Product Specification Form (Gen Spec)



Use these worksheets to fill out the dimensions, parts and linear footage needed to complete your design.

Proposal

Estimation Form

A thumbnail image of the 'Estimation Form'. It shows a form with a table for estimating costs, including columns for item, quantity, unit, and price.

This form is used to send estimate to customer to

Order Completion

Distributor Order Form

A thumbnail image of the 'Distributor Order Form'. It shows a form with a table for ordering materials, including columns for item, quantity, unit, and price.

This is the final step in the sales process complete distributor order form and submit.

Contact / Project Form

Contact Information

Name: (Last:) _____ (First:) _____

Address / Location: _____

Occupation: _____ Company: _____

Phone: (____) _____ Fax: (____) _____

E-mail: _____

Project Information

Name: _____

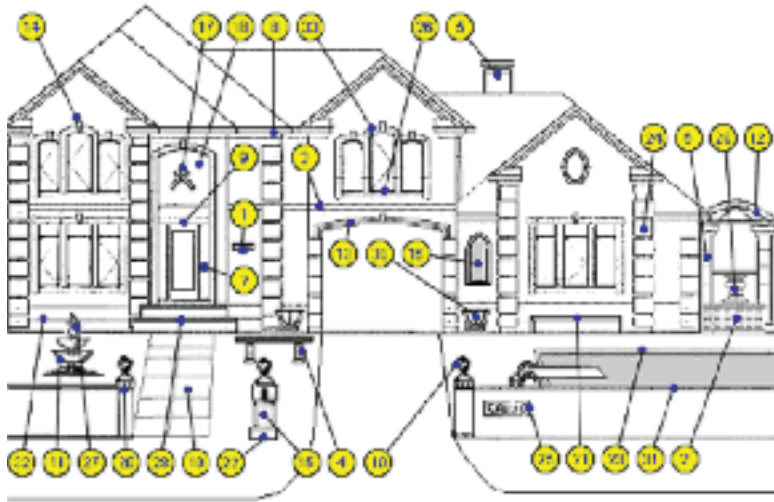
Address / Location: _____

Sq. Footage: _____ Phase: _____

Type: C ☐ R ☐

Project Specification Form

Choose a Product of Interest:



<input type="checkbox"/> PgName	Abv.
<input type="checkbox"/> Banding	
<input type="checkbox"/> Door Surrounds	
<input type="checkbox"/> Cornices & Entablatures	
<input type="checkbox"/> Lintels & Jackarches	
<input type="checkbox"/> Keystones	
<input type="checkbox"/> Panels	
<input type="checkbox"/> Quoins	
<input type="checkbox"/> Sills	
<input type="checkbox"/> Watertables	
<input type="checkbox"/> Window Surrounds	
<input type="checkbox"/>	
<input type="checkbox"/>	

Other: _____

Product Specification:

Line 1 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 2 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 3 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Project Specification (continued)

Line 4 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 5 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 6 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 7 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 8 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 9 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Line 10 PgAbv: _____ Profile Name: _____ Qty / Ln Ft: _____

Dimensions: X: _____ Z: _____ Y: _____ - OR - _____ x _____ x _____

Subcomponent:

☐ Key ☐ Sill ☐ Corner Block ☐ ☐ ☐

Estimation Form

Client _____

Date _____

Line #	Product Group Name	Total Qty or Ln Ft	Price
01			
02			
03			
04			
05			
06			
07			
08			
09			
10			
Total Price:			\$

All material is made to order for the client. Client is responsible for dimensions, quantities and color choice. Any alteration or deviation from specifications on the following page(s) of the this proposal involving extra costs will be executed only upon written orders and will become an extra charge over and above the estimate. Due to volatile fuel prices, shipping charges may escalate on shipments made 30 days past the time the order was placed. Acceptance of proposal includes our right to photograph and use such photos representing the scope of our product for advertising purposes. However, any reference made about the client or specific address will be by alternate written agreement. Use of material constitutes material acceptance. A sealer is recommended when antiquing is not desired. Stone will have naturally occurring variations in color, formation and matrix. Installation of material shall constitute acceptance.

Authorized Signature: _____

ACCEPTANCE OF PROPOSAL

The above prices, specifications and conditions are satisfactory and are hereby accepted. You are authorized to do the work per attached specifications on the following page(s) of this proposal. Payment will be made as outlined above.

Customer Signature: _____ Date: _____