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| 新客戶開發報告書 |

年 月 日

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|  | 受訪客戶 | | 訪問次數 | 面 談 時 間 | | | | 地址、電話 | | 面 談 者 | 結 果 | 經 過 |
| 1 |  | |  |  | | | |  | |  |  |  |
| 2 |  | |  |  | | | |  | |  |  |  |
| 3 |  | |  |  | | | |  | |  |  |  |
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| 8 |  | |  |  | | | |  | |  |  |  |
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| 10 |  | |  |  | | | |  | |  |  |  |
| 11 |  | |  |  | | | |  | |  |  |  |
| 12 |  | |  |  | | | |  | |  |  |  |
| 13 |  | |  |  | | | |  | |  |  |  |
| 14 |  | |  |  | | | |  | |  |  |  |
| 15 |  | |  |  | | | |  | |  |  |  |
| 結  果  總  計 | 訪 問 目 標 數 | | |  | | | |  | 反省及今後對策 | | | |
| 實  績 | 訪 問 店 數 | |  | | | |  |
| 不 在 | |  | | | |  |
| 接 洽 | |  | | | |  |
| 訂 單 | | | 店數 |  | 金額 |  |  | 主管的建議 | | | |
| 再 訪 問 客 戶 | | |  | | | |  |
| 無 希 望 | | |  | | | |  |

經理： 單位主管： 填表：