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**EXHIBIT A  
Sales Lead Tracking Form**

URGENT     
  NO A/C     
 Customer Last Name \_\_\_\_\_  
 NO HEAT     
  SOLD - Installation Scheduled for \_\_\_\_/\_\_\_\_/\_\_\_\_  
 DEFECTIVE HEAT EXCHANGER     
 \_\_\_\_\_  A.M.  
 OTHER (Explain \_\_\_\_\_)     
 \_\_\_\_\_  P.M.

Follow up by \_\_\_\_\_  
 Telephoned Customer \_\_\_\_/\_\_\_\_/\_\_\_\_     
 Appointment Scheduled \_\_\_\_/\_\_\_\_/\_\_\_\_ : \_\_\_\_  A.M.  
 Next Follow Up \_\_\_\_/\_\_\_\_/\_\_\_\_     
 Day      Date      Time       P.M.

SALES LEAD COORDINATION     
 No. \_\_\_\_\_

Date of Lead: \_\_\_\_\_     
 Time Received: \_\_\_\_\_     
 Received by: \_\_\_\_\_  
 CUSTOMER INFORMATION     
 Service Invoice No. \_\_\_\_\_ \$ \_\_\_\_\_  
 Customer No. \_\_\_\_\_  
 Name: Mr. \_\_\_\_\_  YES  
 Ms. \_\_\_\_\_ PACT CUSTOMER  NO     
 Map Grid: \_\_\_\_\_  
 Home Phone \_\_\_\_\_     
 Work Phone \_\_\_\_\_ (Mr.) \_\_\_\_\_ (Mrs./Ms.) \_\_\_\_\_

Street Address/City/Zip Code \_\_\_\_\_  
 Renter - Owner's Name is: \_\_\_\_\_ Phone (R) \_\_\_\_\_ (Work) \_\_\_\_\_  
 Interested in: \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Quoted    F     C  \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_

Existing Furnace(s) #1     UPFLOW     HORZ.     LEFT     RIGHT     DOWNFLOW    LOCATION: \_\_\_\_\_  
 Existing Furnace(s) #2     UPFLOW     HORZ.     LEFT     RIGHT     DOWNFLOW    LOCATION: \_\_\_\_\_

Existing Furnace Dimensions:    #1 UPFLOW    H \_\_\_\_\_ W \_\_\_\_\_ D \_\_\_\_\_    HORIZONTAL    H \_\_\_\_\_ W \_\_\_\_\_ L \_\_\_\_\_  
 #2 UPFLOW    H \_\_\_\_\_ W \_\_\_\_\_ D \_\_\_\_\_    HORIZONTAL    H \_\_\_\_\_ W \_\_\_\_\_ L \_\_\_\_\_

Vending Mat'l \_\_\_\_\_

**PRICING NOTES**

**LEAD TYPE:**

Replacement     Add on     New     Accessory     Duct Cleaning  
 AC     Heating     Heat Pump     Dual-Fuel System     Water Heater  
 A/C & Heating     IAQ     Other \_\_\_\_\_

**LEAD SOURCE:**

Service Technician Lead     
 Technician's Name: \_\_\_\_\_  
 Existing Customer Phone-in  
 Door Hanger  
 Direct Mail  
 Referred by Customer     
 Customer Name: \_\_\_\_\_  
 Home & Garden Show  
 Referred by Co-worker     
 Co-Worker's Name: \_\_\_\_\_  
 Yellow Pages (Page No. \_\_\_\_ )     
  Newspaper     
  Radio     
  TV  
 Saw our Trucks  
 Job Sign  
 Web Site  
 Referral from Manufacturer's Web Site  
 Other: Explain \_\_\_\_\_