

Family background				
	Age	Education/ Qualification	Occupation	Living with Customer
Father				
Mother				
Spouse				
Children				
Education/ Qualification of Customer				
Employment history				
From	To			
Business Details				
1. Products / Services Description				
2. Manufacturing/ Trading/ Services				
3. Works and Branch Details				
4. No of employees. Are you subscribing to PF				
5. Number of years in business				
6. Family business or self started business				
7. Business premises owned or rented				
8. Details of main Competitors				
9. Details of 2 largest debtors/clients				
10. Details of 2 largest creditors/suppliers				