

# Key Discovery Information Fields

<b>Lead Quality (brand fit):</b>	Choose high, medium, or low depending on the location and your personal definition of a high quality lead
<b>Primary Service:</b>	The main service of the Pro
<b>Other Services:</b>	Services the Pro offers outside of their main service
<b>Looking to Move:</b>	The time-frame the Pro is looking to move into a new space
<b>Current Situation:</b>	Where the Pro is now
<b>Lease Renewal Date:</b>	When is the Pro's lease up? This gives us insight into how we can sell them on our value proposition
<b>Studio Type:</b>	How large of a space the Pro needs
<b>No of Chairs:</b>	How many chairs the Pro needs
<b>Weekly Rate (\$):</b>	The rate of the studio. This puts revenue to the Pro
<b>Studio Preference:</b>	What the Pro is looking for in a space
<b>Interesting in Sharing:</b>	Whether or not a Pro is interested in sharing a space