**Sales Handoff to Implementation – New Linga Site:**

1. **What is the status of the site? (Construction, Remodel, Existing, New location)**
2. **Primary contact that will be working with the Project Manager?**
3. **Current POS system? Level of experience?**
4. **Key Features, pain points solved with LINGA?**
5. **What is the temperament of the client?**
6. **What processor do they have or choosing?**
7. **What is the size of the location/employees (Seating capacity / # Employees?)**
8. **What obstacles will we be dealing with, if any?**
9. **Has the partner or sales rep promised the customer anything**
10. **Do they have multiple locations?**
11. **Are there any other sales opportunities?**
12. **Does the customer work with any 3rd party solutions currently?**
13. **Is there anything else you would like to add regarding this customer?**
14. **Partner Contact info or LINGA Sales Rep:**