

## Memo for the Record

Organization:

**R.M.:** 

**Prospect/Participant:** 

**Other Attendees:** 

Date:

**Discovery/Personal:** This is where we find out about THEM. Moved from Boston. Wife a nurse; Notre Dame grad; etc., etc.

**Notes from Flow of Visit:** 

Attributable Quotes: If applicable.

**Action/Follow-Up Required:**