FM listing decoder

Use one sheet per listing. Copy each claim into the evidence column, name the document that answers it and record the scope or period it covers. Tick only when you have read that record.

Listing reference and date

Phrase to test	Claim and required document	Scope, period and follow-up	Read
Contracted income			☐
National coverage			☐
Full service			☐
Customer/site count			☐
Adjusted profit			☐

Buying criteria and the first unresolved question

Type your answers in and save a copy, or print the page and fill it in by hand. Nothing you enter is sent to us.

Turn your unanswered questions into a buying brief: services, area, delivery model and the evidence required before you proceed.