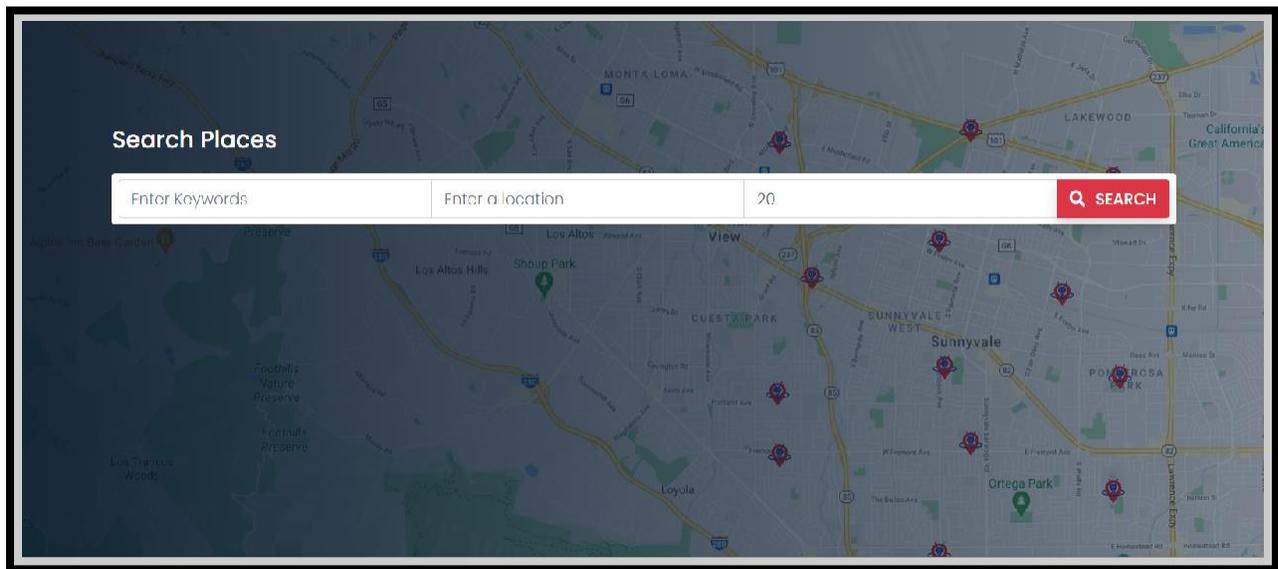




Lead Finder

Lead Finder

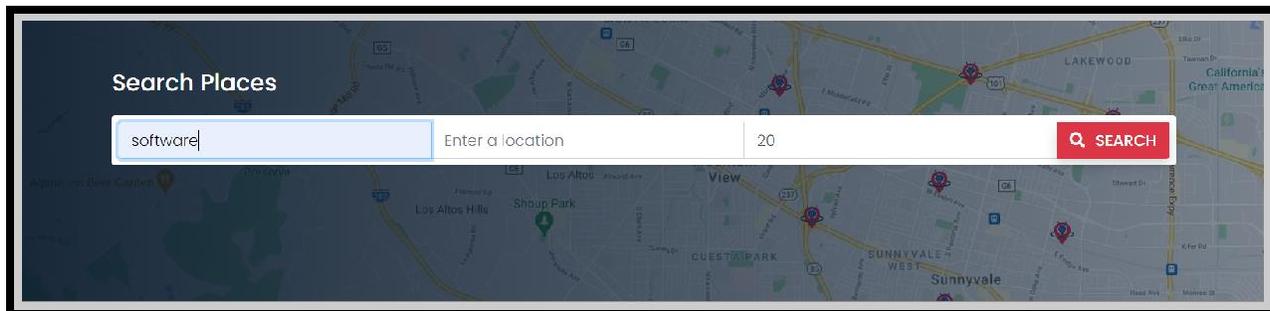
Extension for Zoho CRM



Overview

Lead Finder is an extension which helps the user to search leads or businesses based on keywords, location and the specified radius. Lead Finder uses Google APIs i.e. Places API and Maps JavaScript API. Besides APIs the extension scrapes the emails from business's websites. The searched data can be then Imported to CRM Module, Downloaded or Viewed on Map.

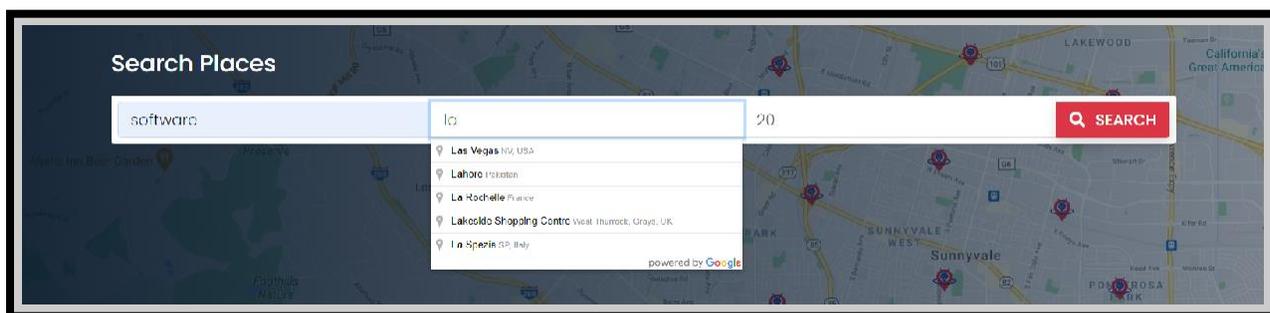
Keyword:



What to input?

Input a desired keyword which you want to search for. For example if you want to get results for the software houses near you will enter the keyword “software house” or “software” to get desired results from the extension.

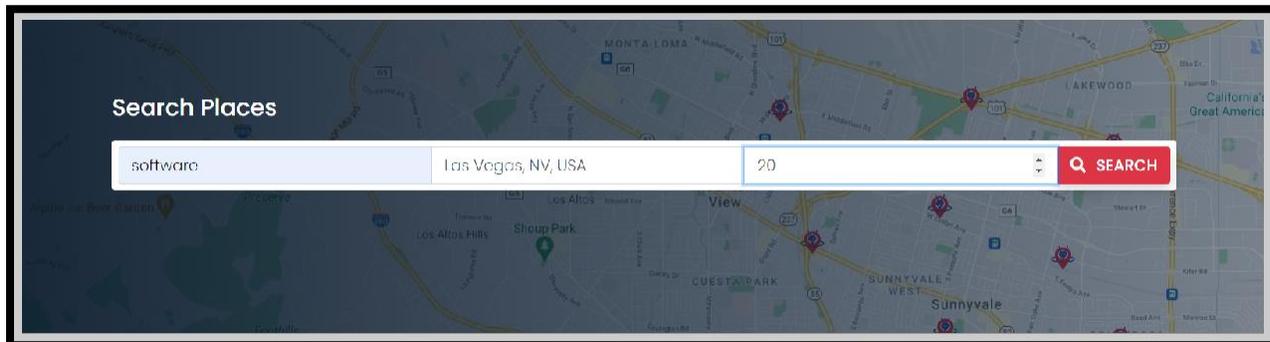
Location:



What to input?

After the keyword, the next required field is to enter a location. You can enter any location where you want to get the results from.

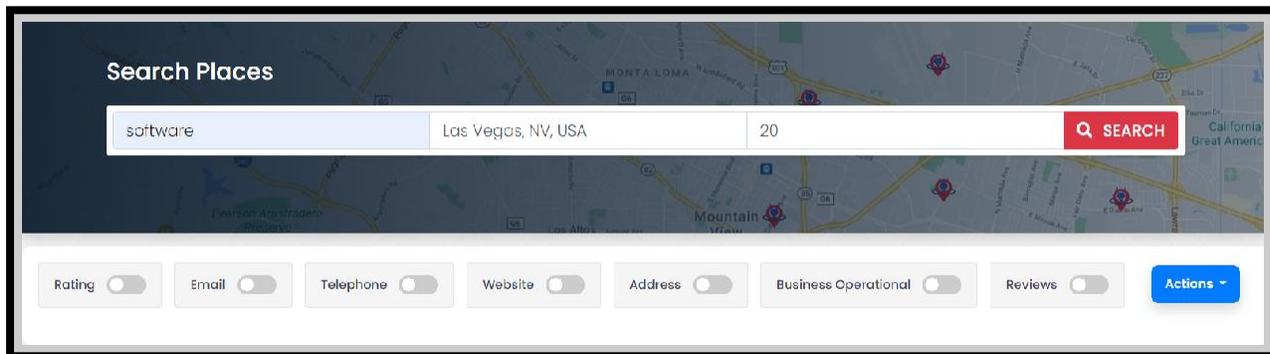
Radius:



What to input?

You can add radius in kilometers. Remember it can be any positive value other than 0 and negative values 1, 2, 3, 4 ∞ .

Filters:

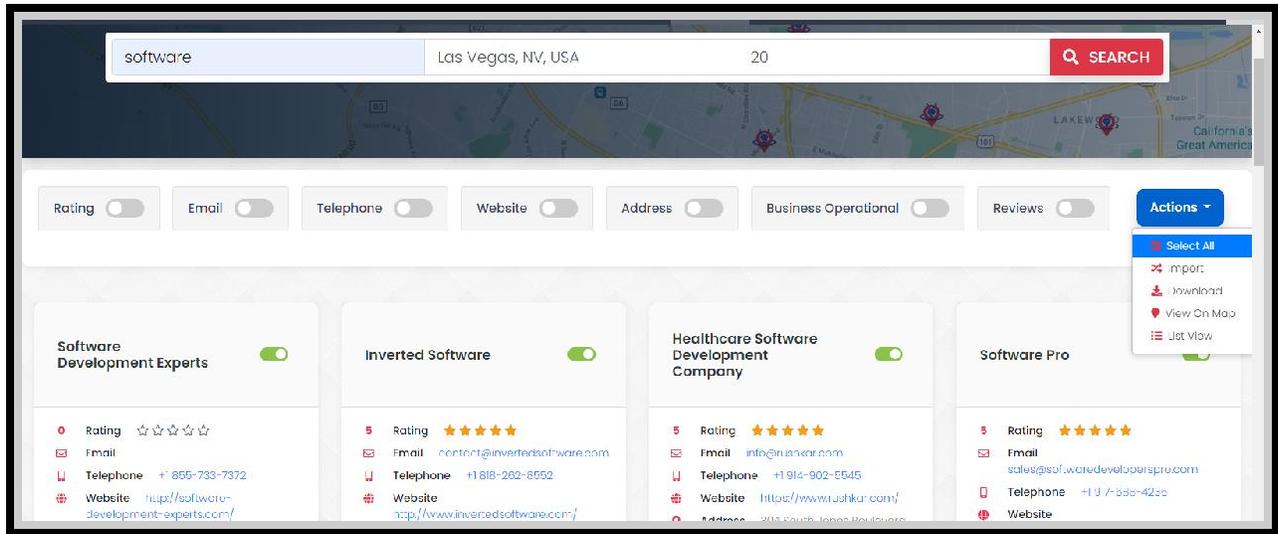


What are the filters for?

Their purpose is to filter out the fetched data the way you want. Just turn on the desired filters for which you want to get the data related to. For example, turn on the Telephone filter if you want to process only those leads which must have a Telephone number associated with them.

Actions:

1. Select All/Unselect All:

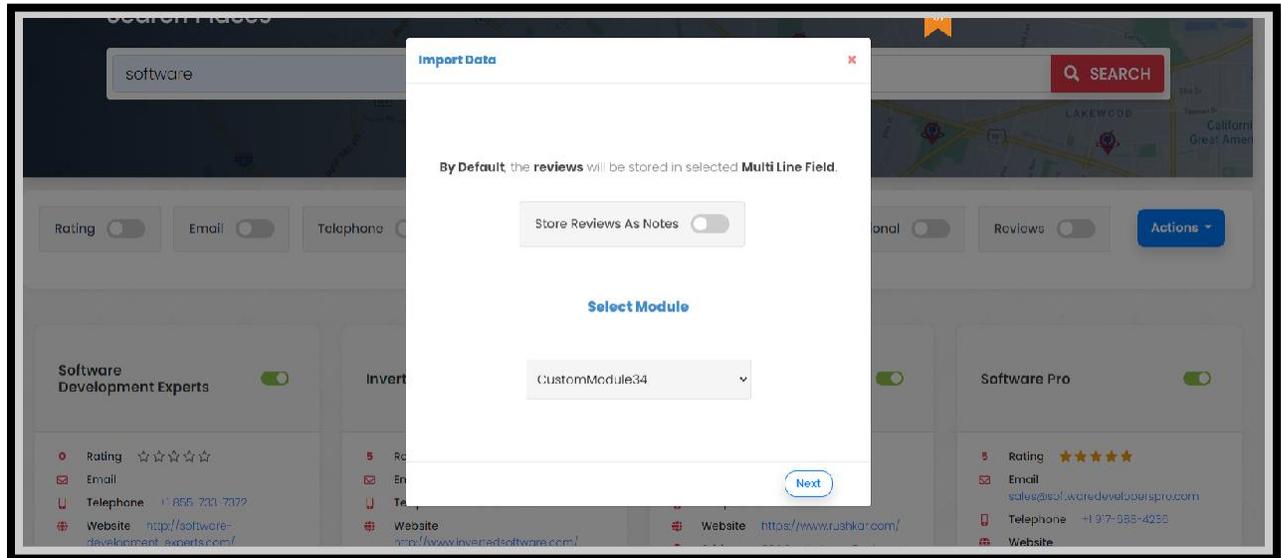


Selection can be done individually by selecting each Lead or business you want to process for importing or downloading. If you wish to process all the data you can use 'Select All' and 'Unselect All' vice versa.

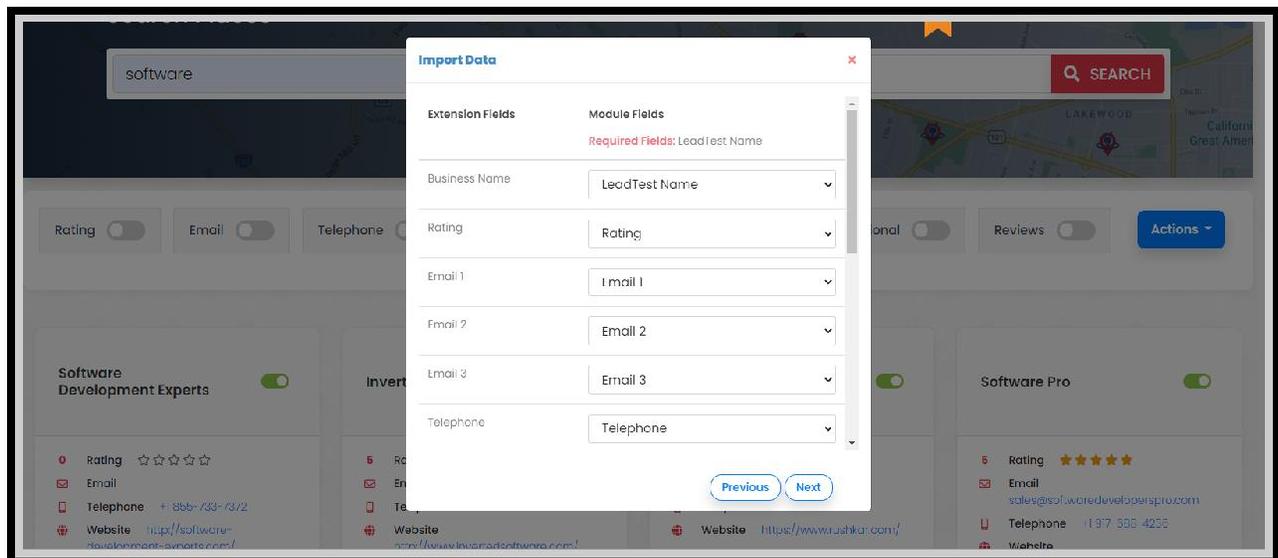
2. Import:

After selecting leads or businesses, follow these steps to import data to CRM.

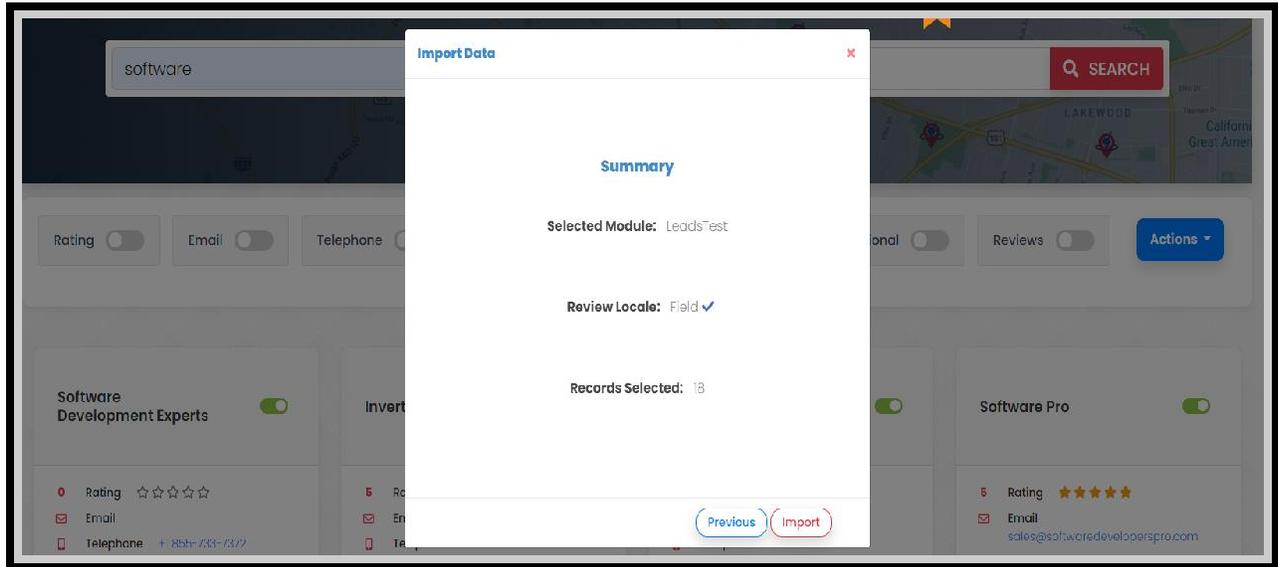
- I. In the first step, turn on the Switch if you wish to store reviews in **Notes** or leave it off for storing it in a **Multi-line field**. The next thing to do is to select your desired **CRM Module** in which you want to store the data and click '**Next**'.



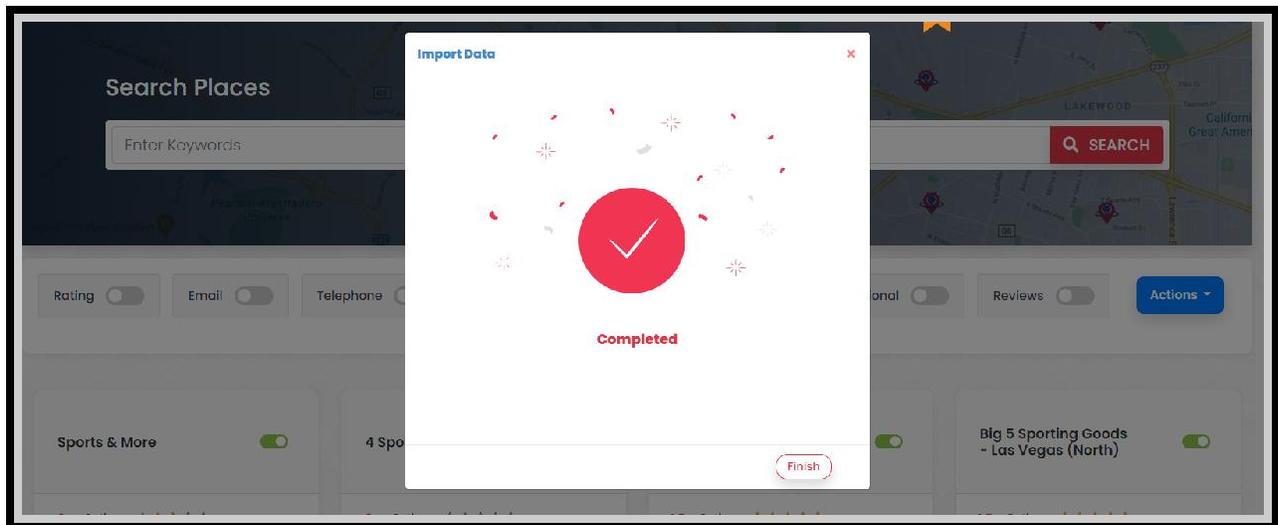
- II. In the Second step, the **Module field mapping** takes place. Select a specific field for each attribute to map the data correctly into your **CRM Module**. The data types for each field is Single Line except for the Latitude, Longitude and Zip fields, which should be Decimal. And for the Reviews field, it should be Multi-Line. Click **'Next'** to proceed.



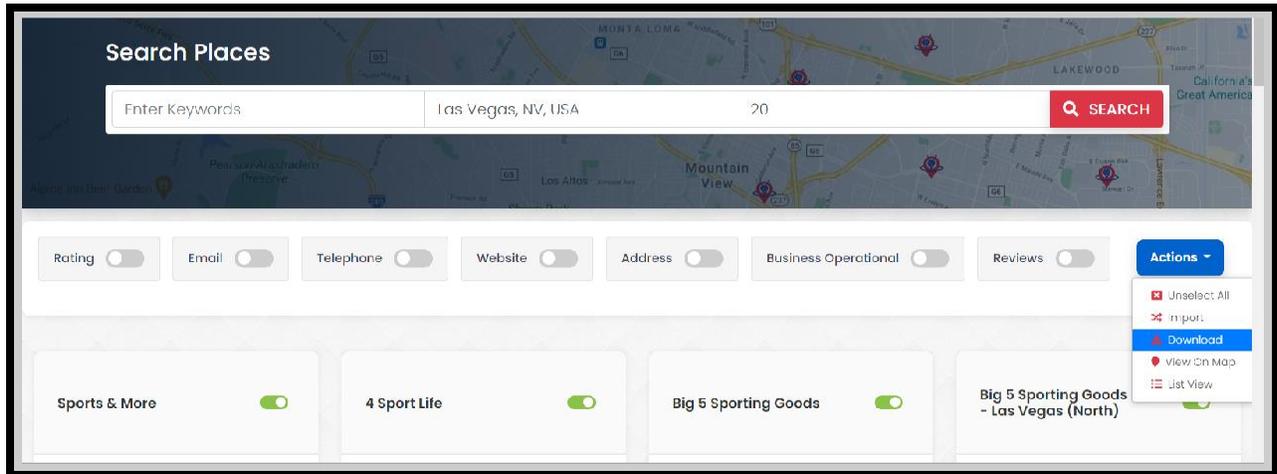
- III. The third step reflects the Summary of the data to be imported. Click **'Import'** to save the data in your CRM.



- IV. Click **'Finish'**, and you are done importing the data to your desired Module.

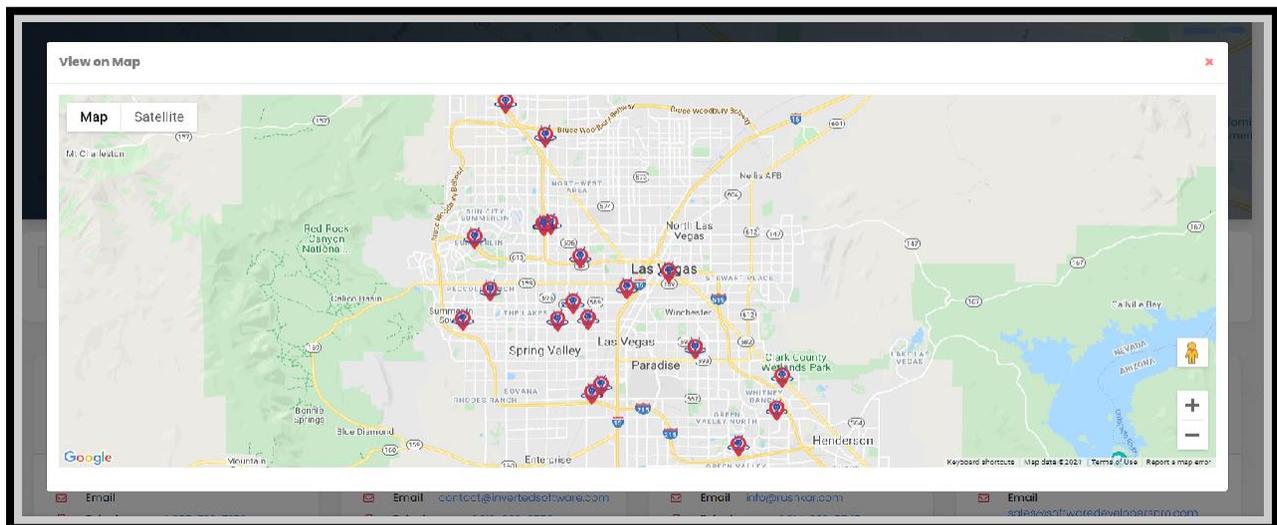


Download:



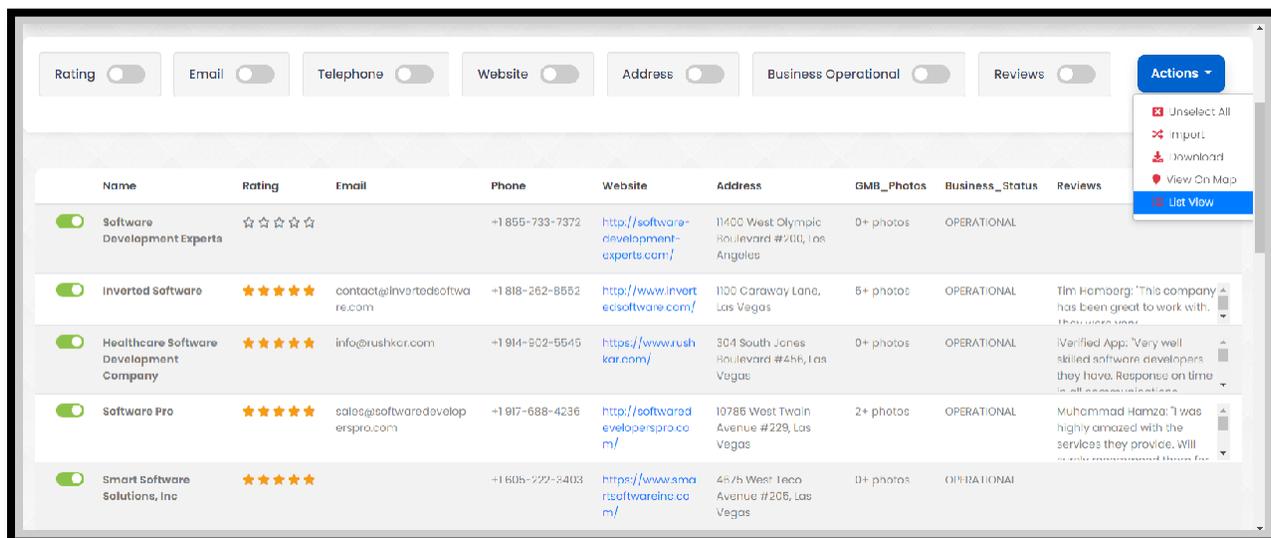
Other than Importing data to your CRM, you can download selected records in a .csv file for your future needs.

View on Map:



This action will let you visualize all leads on a Map.

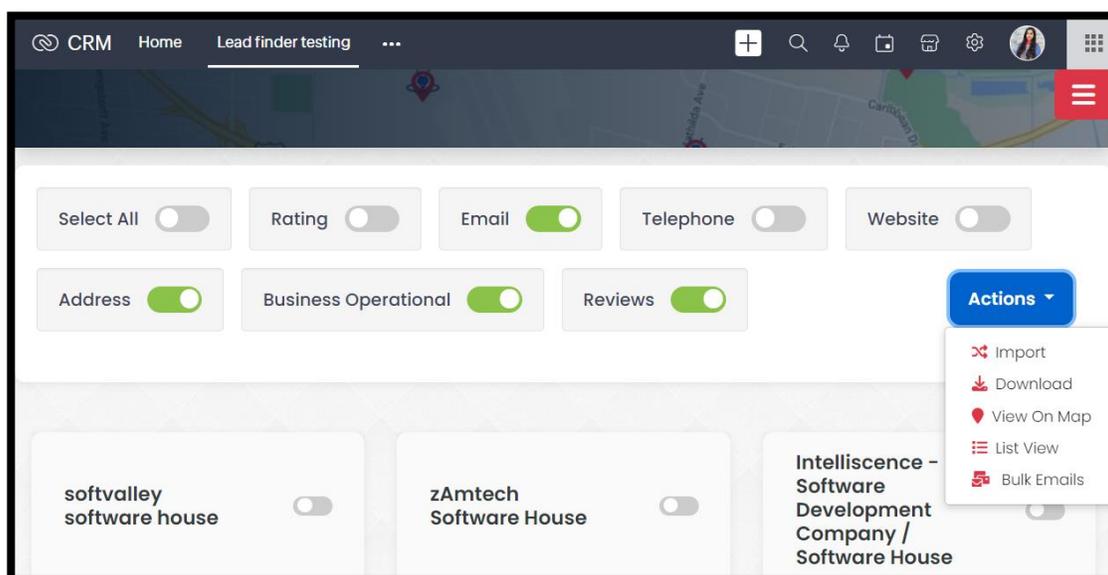
List View/Grid View:



Toggle between List View or Grid View to visualize the data the way you like.

Bulk Emails:

Bulk emails provide you an opportunity to send emails to the selected data. Also providing an embedded AI based email writing button in lead finder extension so that user is able to find leads and send them an attractive/ engaging email to grasp the leads attention and convert them to your potential clients.



Social Links and Contacts:

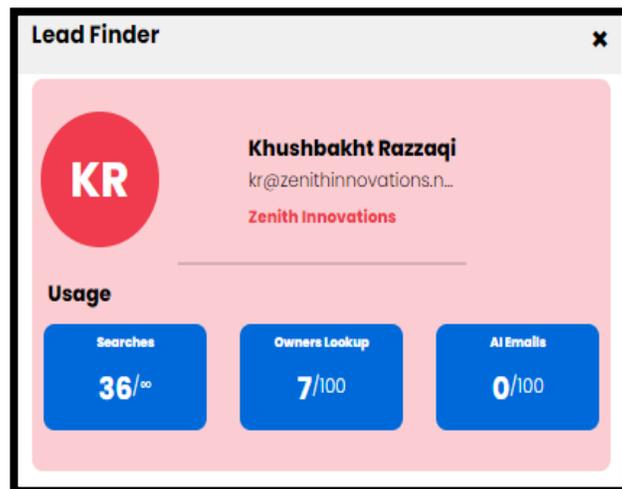
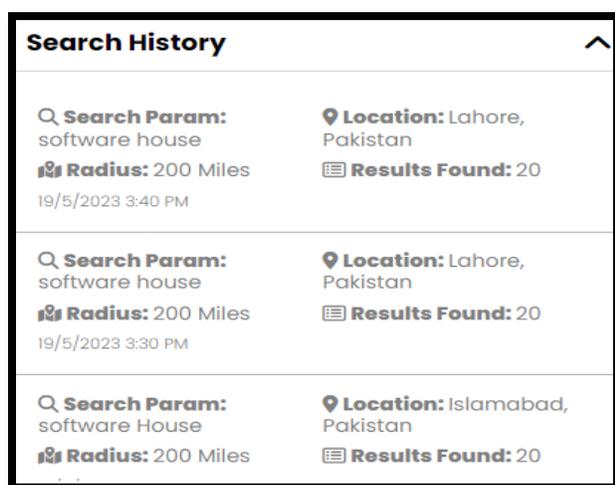
Through Lead finder you are also able to get the social links of the leads. For example if you are searching for a company their social link buttons will be shown at the bottom of the lead. User is able click through the social links to visit the profiles of the leads. Also the contact person are also visible for each of the lead/ company whatever you are searching for as shown below



You'll be able to add these contacts to the CRM in your desired fields this feature is coming soon in Lead Finder.

Profile and History:

At the top right of lead finder user is able to see his profile status and history. Your searches, Owner Lookup and AI Emails appears here.



Google API Key:

We provide a **10-Day** trial for **Google Maps API key** with the extension. After the expiration of your trial period, you can set up your own API key. Refer to our **Google Maps API Guide** document if you need any help.

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