WORKFLOW

1. NEW LEAD
   - Contact Attempted
2. First Response
3. New Lead
4. Contact Attempted
5. Calendly Link
6. Prepare for Meeting
7. NO RESPONSE
   - Follow up Tasks
8. INTERESTED
   - Move Deal to Next Stage
   - (Follow up Reminder)
9. NOT INTERESTED
   - Unqualified
   - Deal Stage
   - Won
   - Welcome CUSTOMER

Learn More

freshsales