

Effectively process, distribute, and evaluate the quality of e-mail leads from third-party Internet lead generators with Internet Lead Upload

Quickly respond to e-mail leads from third party Internet lead generators without lifting a finger. Internet Lead Upload (ILU) automatically processes lead information, which saves you time and reduces the chance of data entry errors. ILU automatically retrieves e-mails from lead generators and:

- Creates prospect records in the POWER Sales Prospect Control software.
- Assigns prospects to the Daily Work Plan of a pre-determined salesperson, or salespeople, and schedules a timetable for follow-up calls through Sales Prospect Control.
- Gives the option of distributing leads evenly among salespeople to prevent favouritism and lost leads.
- Protects and secures lead information by restricting unauthorised personnel access.

Compare Providers

Evaluate your lead generating services with usage statistics through Internet Lead Upload. ILU provides statistics that show you how many leads each service is sending you. These statistics also include a comparison of which provider is sending the most leads that actually result in sales, helping you determine which services produce the most revenue. Managing third-party leads doesn't have to be difficult. Let your POWER system do the work for you with Internet Lead Upload!

For more information on Internet Lead Upload, please contact your Account Manager, call us on 0800 525 262 or email marketing@kalamazoo.co.uk

POWER