

What is the section Inbound Leads?

In this article, we will explain what the Inbound Leads section is and how to use it to drive more sales and meetings.

The screenshot shows the 'Inbound Leads' section of the Grip Expo interface. The main content area lists three leads:

- Emma**: Status tag: **Has connected with you**
- Kim Barnes**: Status tags: **Has a meeting with Maria**, **Has connected with you**, **Interested in Luke**
- Anna Smart**: Status tag: **Has connected with you**. Location: Richmond, United Kingdom. Role: Event Assistant at We Are Pentagon.

Annotations with purple arrows point to the status tags: 'Has connected with you' for Emma and 'Has a meeting with Maria from my team' for Kim Barnes.

What are Inbound Leads in Grip?

The Inbound Leads section features profiles of people that have shown interest in you, one or multiple team members, and/or your company during the event. The section is dynamic, as the profiles will remain on the list until you take action on them of either requesting a meeting or swiping them as Interested or Skip.

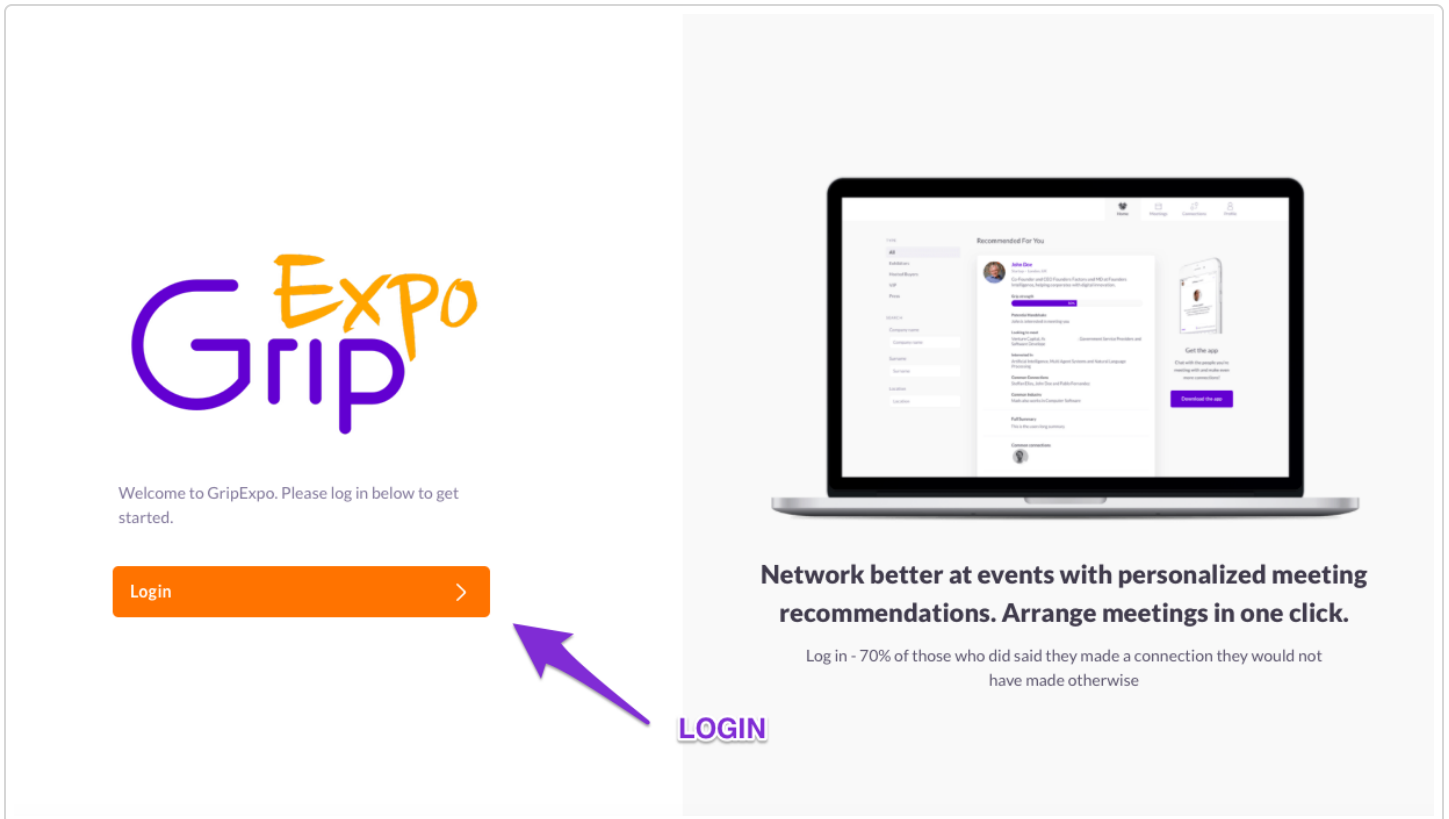
A profile will show up as a lead after meeting one or many of the following qualifications:

- interest in any team member, company profile, products
- connections with other team members, company profile, products
- accepted meetings with other team members, company profile, products
- profile views of any team member, company profile, products
- attendees of sponsored sessions
- viewers of sponsored sessions live streams or video recordings

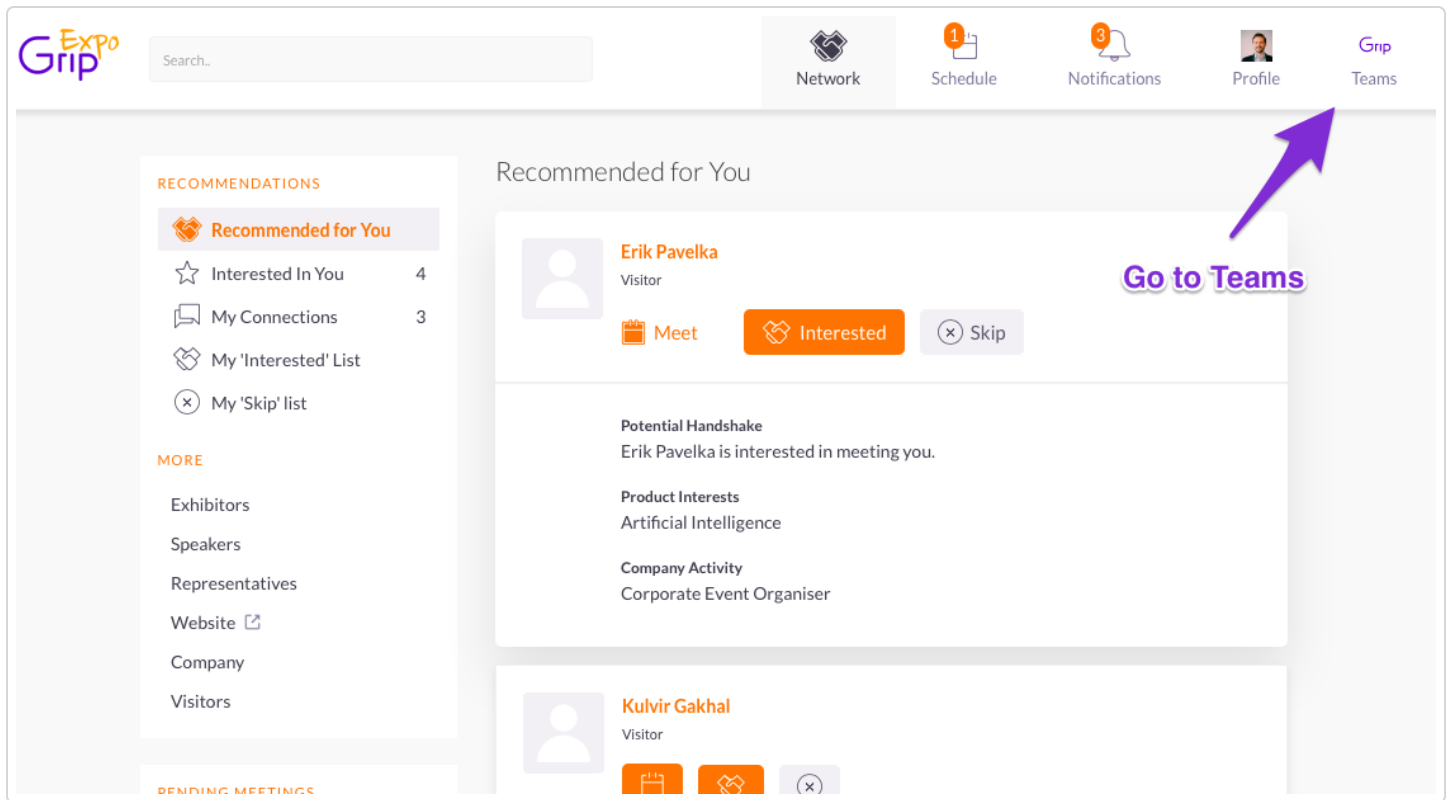
The Inbound Leads list is not shared between team members in contrast to the Contacts list that is an exportable list of all people that made a connection or scheduled a meeting with any of the Team members. Therefore, taking action on the profile displayed on your list doesn't affect the lists of your colleagues. Also, people you already took action upon, won't show up on your list at all, while they might show on the lists of your colleagues. For example, when you have already skipped a user and he swipes interested in you, you won't see this user on your list, while your colleagues will. You also won't see users that are your connections or have a scheduled meeting with you.

How to access Inbound Leads Section?

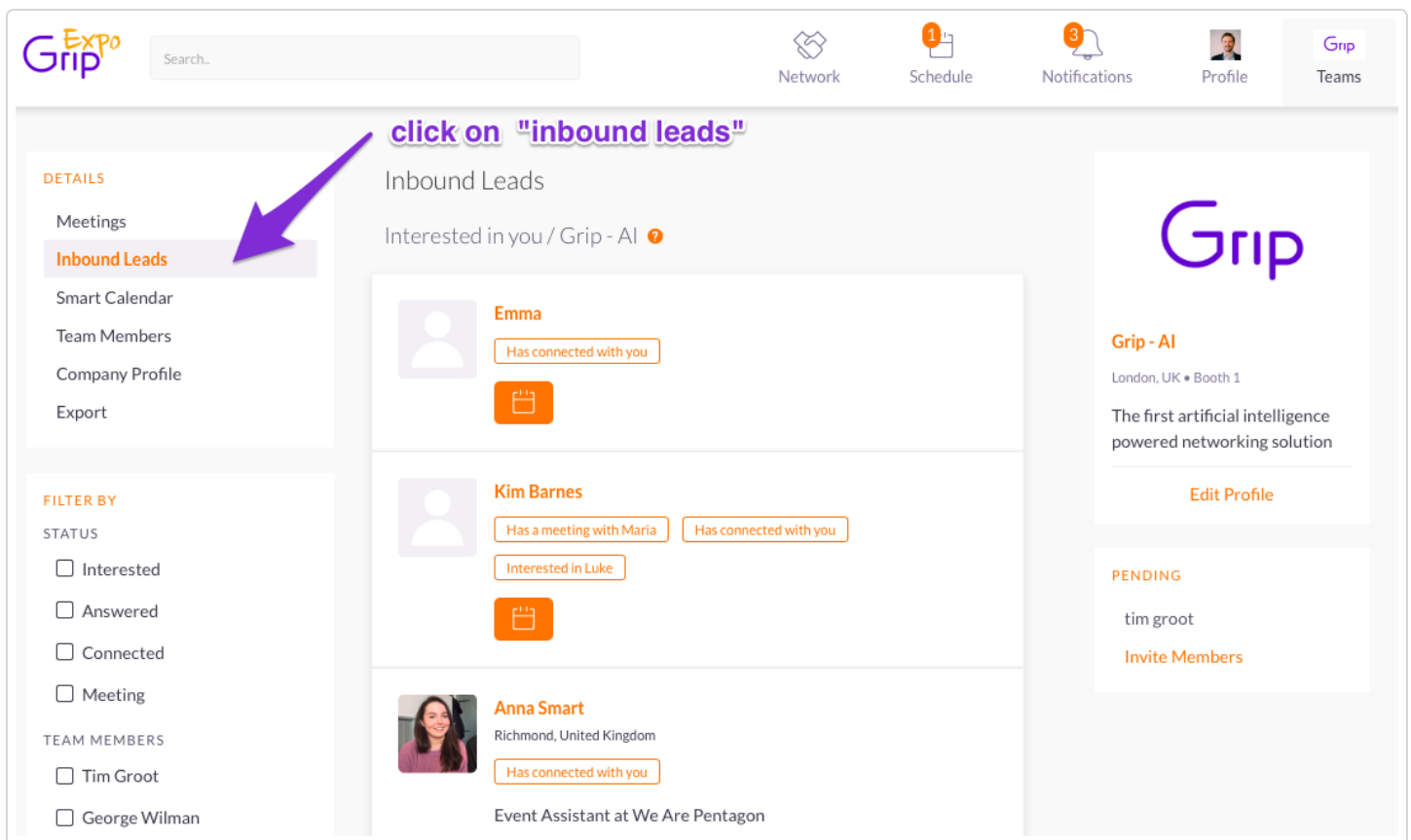
1. Log in to the platform using your email and the password you chose on your first log in.



2. Once logged in, Go to "Teams" on the top right.



3. Click on "Inbound Leads" on the left sidebar



4. Under each profile you will be able to see who they have shown interest in and if a meeting has been booked with them and if so with which member of your team.

The screenshot displays the 'Inbound Leads' section of the Grip Expo interface. The top navigation bar includes 'Expo Grip', a search bar, and icons for 'Network', 'Schedule', 'Notifications', 'Profile', and 'Teams'. The left sidebar contains 'DETAILS' (Meetings, Inbound Leads, Smart Calendar, Team Members, Company Profile, Export) and 'FILTER BY' (STATUS: Interested, Answered, Connected, Meeting; TEAM MEMBERS: Tim Groot, George Wilman, Luke Baker). The main content area shows three profiles:

- Emma**: Status 'Interested in you / Grip - AI'. Annotation: 'Has connected with you' (with a purple arrow pointing to the status box).
- Kim Barnes**: Status 'Interested in you / Grip - AI'. Annotations: 'Has a meeting with Maria' and 'Has connected with you' (with a purple arrow pointing to the meeting box).
- Anna Smart**: Location 'Richmond, United Kingdom', Title 'Event Assistant at We Are Pentagon'. Annotation: 'Has a meeting with Maria from my team' (with a purple arrow pointing to the meeting box).

On the right, the 'Grip - AI' profile is shown with location 'London, UK • Booth 1' and description 'The first artificial intelligence powered networking solution'. Below it, a 'PENDING' section lists 'tim groot' and an 'Invite Members' button.

5. You can review each profile, decide to take action on their interest by connecting with them or directly requesting a meeting.

The screenshot shows the Grip interface for a lead named Anna Smart. On the left, there's a profile card with her name, location (Richmond, United Kingdom), and role (Event Assistant at We Are Pentagon). Below this, it says 'Based on your connection with giacommo mode' and lists a 'Common Connection' named Tim Groot. On the right, there's a 'Request Meeting with Anna Smart' form. At the top of this form are 'Skip' and 'Interested' buttons. The form fields include: Representative (Tim Groot), Date (Thursday 11/06/2020), Time (11:00 - 11:30), and Location (Booth 1). There's a 'Personal Message' field with a placeholder text: 'Where and why would you like to meet? Adding a personal message increases acceptance rates by 30%'. At the bottom of the form is a 'Request Meeting' button. Two purple annotations with arrows point to the 'Interested' button (labeled 'Interest them back and start chat') and the 'Request Meeting' button (labeled 'Request a meeting').

Did this answer your question? 😊 ☹️

✉️ *Still need help? Contact Us (/contact)*

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