Realx ERP Leads Module Work Flow

Lead Source 1

Manual Entry

Lead Source 2 —— API Integration ——> Leads Come to Realx ERP <—— Upload from Excel —— Lead Source 3

Assignment to the Sales Rep

Follow up Lead for Site Visit

Has Interest? —— NO ——> Update Lead with Disqualified Status

YES

Schedule for site visit & Update with Qualified Status

Interested after Site Visit? —— NO ——> Update Lead with Disqualified Status

YES

Negotiate and Confirm Booking