



1stSales Scanner-based Lead Retrieval System

Move-in day

Pick up your scanner, Lead Qualification Card and 2 NoteLink Cards at exhibitor check-in. Hand-label up to 12 custom lead qualifiers.

In the hall

After scanning the badge bar code, scan up to 6 standard and 12 custom qualifier bar codes to rate, qualify and plan a call or other follow-up action. Attach up to 42 notes. This scanner records 10,000 scans and requires no power or internet in the booth.

1st Sales		Lead Qualification	
Qualifiers		Notes	
Hot		Note 101	Note 102
Call in 1 day		Issuing P.O. for 50,000 units next week!	John Henley Eckar Unified Purchasing Supervisor Denver, CO Exhibit Hall
Call in 1 week			
Send Literature		Note 103	Note 104
1 Send samples			
2 Send rep			
3		Note 105	Note 106
4 Daniel			Return the scanner, keep this card.
5 Susan			
6			
7 Desk			
8 Table			
9			
10 Large			
11 Medium			
12 Small			
List Opt-out			
Cold			

on this card

Undo last scan

Undo last scan

Undo last scan

1stSales www.1stSales.com 800-959-4313

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LQL07-15

NLL07-15

NLL07-15

Move-out day

Return the scanner in the first hour of booth tear-down. Keep the Lead Qualification Card and NoteLink Cards to customize your leads spreadsheet. 1stSales will email a spreadsheet download link to you 24-48 hours after the hall closes.

Get your leads from any browser after scanner turn-in

View summary/detail

Search, sort

Export (XLS/CSV/TXT)

Pop up contact details

See (and hear) your leads arrive in real time!

The screenshot shows a web browser window with the URL <https://1stsales.com/leads/>. The page displays a table of 5 EXPO-20 Leads from Gandolphi Software. A pop-up window for 'Arnold Preston' is open, showing contact information for San Rafael COE, including address, phone, email, and social media links. The pop-up also includes a 'Scanned by Howard Kroymann' note and a 'Product: Desk Rating: Warm Rep: Tom' status.

Name	Organization	+Detail	+AppCustom	+Links
Fr 04:11 Sharon At			+	+
Fr 09:35 Kim Greer			+	+
Fr 04:11 Arnold Preston	San Rafael COE		+	+
Fr 04:11 Cindy Ram			+	+
Fr 04:12 Weston Ri			+	+

E-Mailed to self or co-workers for selected "Hot" leads

From: Daniel Smith **Subject:** EXPO-20 Lead: Sandra Anders, Solano COE

Daniel Smith has sent you a "hot" EXPO-20 lead with the following note:
Let's follow up on this one!

Sandra Anders, CFO
Solano COE
2153 Main Street, Fairfield, CA 94520
sanders@solanocoe.net, 707-392-1843

Lead qualifiers: Pr

Notes: Sandra is a



Lead retrieval service <http://>

E-Mailed to scanned show attendees and added to the All-Exhibitors Page



BIG EXPO Exhibit Hall Follow-up

The BIG Expo would like to thank you for visiting with the following exhibitors. We appreciate the value they bring to our organization.

Integrated Products http://ip_products.com



Yourself required no at thoughts delicate landlord it be. Branched dashwood do is whatever it. Farther be chapter at visited married in it pressed. By distrusts procuring be oh frankness existence believing instantly if. Doubtful on an juvenile as of servants insisted. Judge why

Lisa Harris 103-273-1982 lisah@ip_products.com
Janet Mason 210-029-1920 janetm@ip_products.com

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