



# Leadfeeder Implementation Guide

Welcome! This Guide will help you setup your account for success with a simple checklist, so you can turn your efforts into sales. Begin with the basics, then integrate your favorite tools and create a winning process! Get started now.

## LEADFEEDER BASICS

- Invite your colleagues
- Watch this 5-minute product video to demo the features and benefits
- Set up Leadfeeder Booster for increased data daily and greater return-visitor insights
- Build Custom Feeds and set up email notifications for yourself or your team
- Use Leadfeeder actions: Tags, Assign, Email, Hide, Follow
- Send leads your CRM integration
- Automate your lead management process

## CONNECT YOUR CURRENT TOOLS

### NATIVE CRM INTEGRATIONS

|                        |            |
|------------------------|------------|
| Hubspot CRM            | Salesforce |
| Zoho                   | Pipedrive  |
| Microsoft Dynamics 365 | WebCRM     |

### COLLABORATION TOOL INTEGRATIONS

|                      |       |
|----------------------|-------|
| Google Hangouts Chat | Slack |
|----------------------|-------|

### LEAD NURTURE INTEGRATIONS

|                          |           |
|--------------------------|-----------|
| LinkedIn Sales Navigator | Mailchimp |
|--------------------------|-----------|

### ADDITIONAL TOOLS

Google Data Studio  
Zapier

## CREATE A PROCESS

- Give your sales process a boost with insights from [Leadfeeder's Ultimate Sales Guide](#)
- Discover How Leadfeeder uses Leadfeeder
- **Customer Success Story:** How Triuware is Using the Custom Feeds Feature in Leadfeeder
- How to Generate More Sales Leads
- 3 Top B2B Lead-Nurturing Tactics to Turn More Leads into Customers

## GAIN BETTER INSIGHTS

- Understand How to **Measure Facebook Ad Performance** and Track What Happens After the Click-Through
- **Customer Success Story:** Increase Sales Demos with Leadfeeder
- **Customer Success Story:** How One Agency Increased Client Conversion Rates 3X with Leadfeeder
- The Missing Link to **Your Account-Based Marketing Strategy:** Knowing What Companies Are on Your Site

## HAVE QUESTIONS?

Send us a note via our Live Chat, or directly to [support@leadfeeder.com](mailto:support@leadfeeder.com), or visit our [Help Center](#). And remember to [sign up](#) for our webinars!