

# Spot

leadTECH

-  Know your clients
-  Track your leads
-  Provides you with qualified leads
-  Create exposure to generate more leads

## WHY SPOT leadTECH?

Traditional marketing tools make use of adverts, websites and newsletters which all requires the client to take action, for instance, the client needs to make the call or fill in a contact form.

*“SPOT leadTECH tracks the clients actions, processes the information and provides the salesperson the opportunity to take action with information to convert a qualified lead into a sale.”*

- SPOT leadTECH brings back the power to “*sell*” to the client, opening the lines of communication with the client, allowing the sales staff to reference the interest of the client and the current products the client has. Allowing the sales staff to qualify the lead, and knows what the client is interested in before making contact with the client.
- SPOT leadTECH helps to manage the leads, helping companies to manage their staff and to track the ROI of their campaigns done through SPOT leadTECH.

# CAMPAIGNS

Our Team will design and develop newsletters that will have the maximum impact with all the tags in place to understand and know what your client wants.

**ALPINE VOLKSWAGEN PINETOWN**

**THE NEW VOLKSWAGEN TOUAREG HAS ARRIVED**

Powered by a 3.0 V6 TDI engine, the new Touareg's advanced chassis through track, sports and more.

**The new Touareg**  
Designed for the restless spirit

[Enquire Now](#)

**FAMILY OFFERS**

<b>FAMILY OFFER</b> From R5,799 per month	<b>FAMILY OFFER</b> From R2,189 per month
<b>FAMILY OFFER</b> From R3,299 per month	<b>FAMILY OFFER</b> From R4,999 per month

**DONT HAVE THE APP YET? GET WITH THE TREND. JOIN THE ALPINE VOLKSWAGEN FAMILY NOW AND GET THE BEST DEALS ON ALL VOLKSWAGENS !!!**

[Download Now](#)

VOLKSWAGEN.ALPINEMOTORS.CO.ZA

**Alpine Volkswagen Pinetown**

**DOWNLOAD THE APP NOW!!!**

**BENEFITS OF THE APP**

- Keep informed on the latest specials
- View vehicles
- Book a service
- Personal profile with vehicle & owner information
- Easy to locate dealership
- Connect with facebook, twitter and website to keep up to date with the Alpine Volkswagen family

AVAILABLE IN THE GOOGLE PLAY & APP STORE  
CLICK HERE TO DOWNLOAD

[Google play](#) [Available on the App Store](#)

[VOLKSWAGEN.ALPINEMOTORS.CO.ZA](#)

**THE FREEDOM COIN ONLY 4 DAYS LEFT TO PARTICIPATE IN THE ICO**

All South African Citizens will be able to participate in South African Rands with PayPal!

Once you have selected your option of product you will be able to pay in Rands. Generate order after that you will be given the option to purchase in your currency via PayPal.

[Purchase Now](#)

**THE FREEDOM COIN EXCHANGE LISTINGS**

CEXIO BRICS JULY 2018	STOCKS EXCHANGE JULY 2018
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**ONLY 4 DAYS LEFT PARTICIPATE IN THE ICO NOW**

**How does the Freedom Coin reward you monthly?**

The Freedom Coin has a unique offering through multiple reward structures to the Freedom Coin MasterNode and Coin holders. A shared MasterNode holder is someone that bought 1 Unit in a MasterNode. The user would have paid 0,0025 BTC. If the user used the AFD/CFP Photo Code before 28 June for the unit they would get 200 Freedom Coins. The coins are used as collateral for the MasterNode which makes the MasterNode to secure the network and produce more coins. This is done by supporting the network through the work of the transactions on the blockchain. Therefore users will earn additional Freedom Coins that can be spent on exchanges or used at merchants. Merchant agreements will be finalized and continuously negotiated with merchants after the ICO.

[Read More](#)

**JOIN THE ICO**

**Useful Links**

- [Website](#)
- [Portal](#)
- [Guides](#)
- [Team](#)

# DATA MANAGEMENT

SPOT leadTECH, giving you the control over your data and client communications. SPOT leadTECH will help you manage the data by combining all the data sources into one platform.

The screenshot displays the SPOT leadTECH interface. On the left is a navigation sidebar with the following items: Dashboard, Staff, Clients, Leads, Leads Monitoring, Contact Us, and Logout. Below the sidebar is a logo for 'CUSTOM APPSA' with the text 'Powered by CustomAppSA' and a 'FREEDOM' emblem. The main content area is titled 'Lead' and has tabs for 'Basic Information', 'Activities', 'Products', and 'Responses'. The 'Basic Information' tab is active, showing a form with the following fields:

Name:	NHLANHLA AUBREY	Reference:	22490
Surname:	GUMEDE	Assigned Staff:	Please assign to staff
ID Number:	12345....	Merchant:	Dealership
Mobile Number:	12345....		
Landline Number:	Not assigned		
Email Address:	Clients-email@....		
Password:	Password		
Profile Picture:	Choose File no file selected		
Occupation:	Occupation		
Notes:	Notes		

There is also a placeholder for a profile picture with the text 'no image' and a small graphic of a camera and landscape.

## LEADS GENERATED – HOW IT WORKS

Newsletter leads feedback are imported into SPOT leadTECH every day. A newsletter can generate leads up to 4 days after it was sent out.

Sales Managers will be notified once the leads are imported, they will have the option to allocate leads to individual sales staff or to split the leads equally between staff. If the sales peoples names are provided with the data import, when a lead is generated it will be allocated to the sales person automatically that sold the car to the client previously, increasing the chances of a successful sale.

## SPOTS leadTECH PRIORITY INDEX

Depending on the clients email interaction, clicks and reads, SPOT leadTECH will monitor and calculate the Priority.

- SPOT leadTECH generates orders according to the SPOT Priority Index. Qualified Leads are placed in order with the highest SPOT Priority at the top, allowing the sales person to act on the Hot Leads FIRST.

# LEADS MONITORING MANAGEMENT FOR THE SALES MANAGERS

Sales manager's will have access to their own Dashboards were they will be able to monitor the leads and management thereof.

**Spot**

Dashboard  
Staff  
Clients  
Leads  
Leads Monitoring  
Contact Us  
Logout

## Leads Monitoring

Filter :  
Hot Leads

Hot Leads	Cold Leads	In Progress	Interested	Not Interested	Opt Out
293	2102	1	1	0	0

Staff :  
Sales Person 2

Ordering Options

Search :  
First Name, Last Name, ID Number, Mobile ↑ Dealership Search

Name	Staff	Spot Priority	Progress	Response
NHLANHLA AUBREY GUMEDE		4	Clicked Link	<a href="#">View</a>
HAPPINESS KHANYILE		4	Clicked Link	<a href="#">View</a>

**CUSTOM APPSA**  
Powered by CustomAppsSA

**Spot**



# SALES PERSONS DASHBOARD

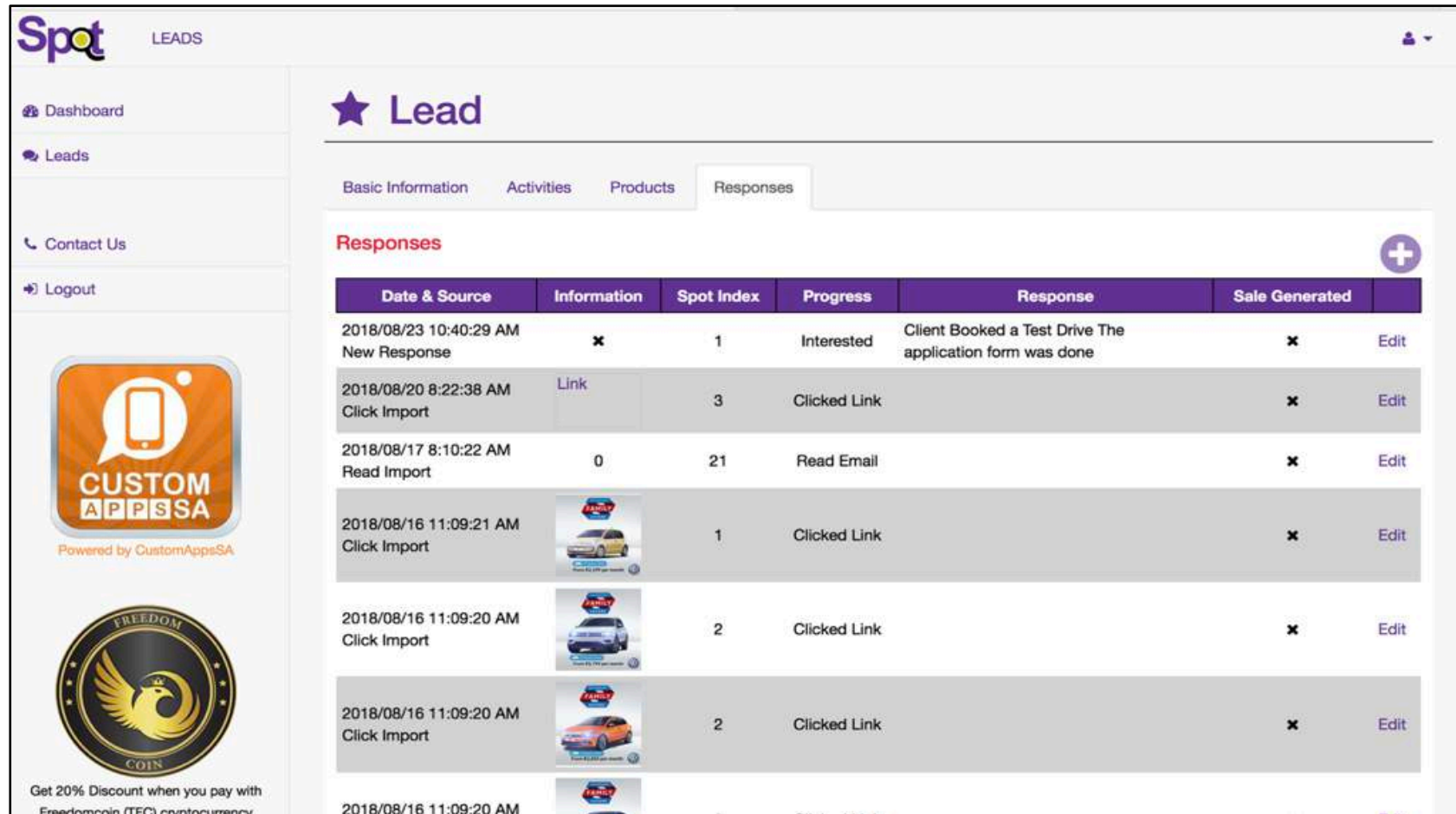
Sales staff will be able to view only the leads allocated to them individually. With SPOT leadTECH, the sales person can easily manage there leads and filter accordingly.

The dashboard displays lead statistics for 'Hot Leads' (29), 'Cold Leads' (543), 'In Progress' (1), 'Interested' (0), 'Not Interested' (0), and 'Opt Out' (0). It includes a search bar for lead details and a table listing individual leads with their names, spot priorities, progress, responses, and associated campaigns.





Name	Spot Priority	Progress	Response	Campaign	
SIYOLO BRANSBY JAFTA	4	Clicked Link	Called Test Test Test	New VW Polo Launch Email Campaign	<a href="#">View</a>
AZIZA MC KENZIE	3	Clicked Link		Volkswagen Family Offers	<a href="#">View</a>
NARANDRA JEEWA	3	Clicked Link		New VW Polo Launch Email Campaign	<a href="#">View</a>
MLUNGISI TREVOR MAGUBANE	3	Clicked Link		New VW Polo Launch Email Campaign	<a href="#">View</a>
ADRIAN SMITH	2	Clicked Link		New VW Polo Launch Email Campaign	<a href="#">View</a>

# KEEP TRACK OF ALL COMMUNICATIONS

All activity and responses with the client will be recorded.



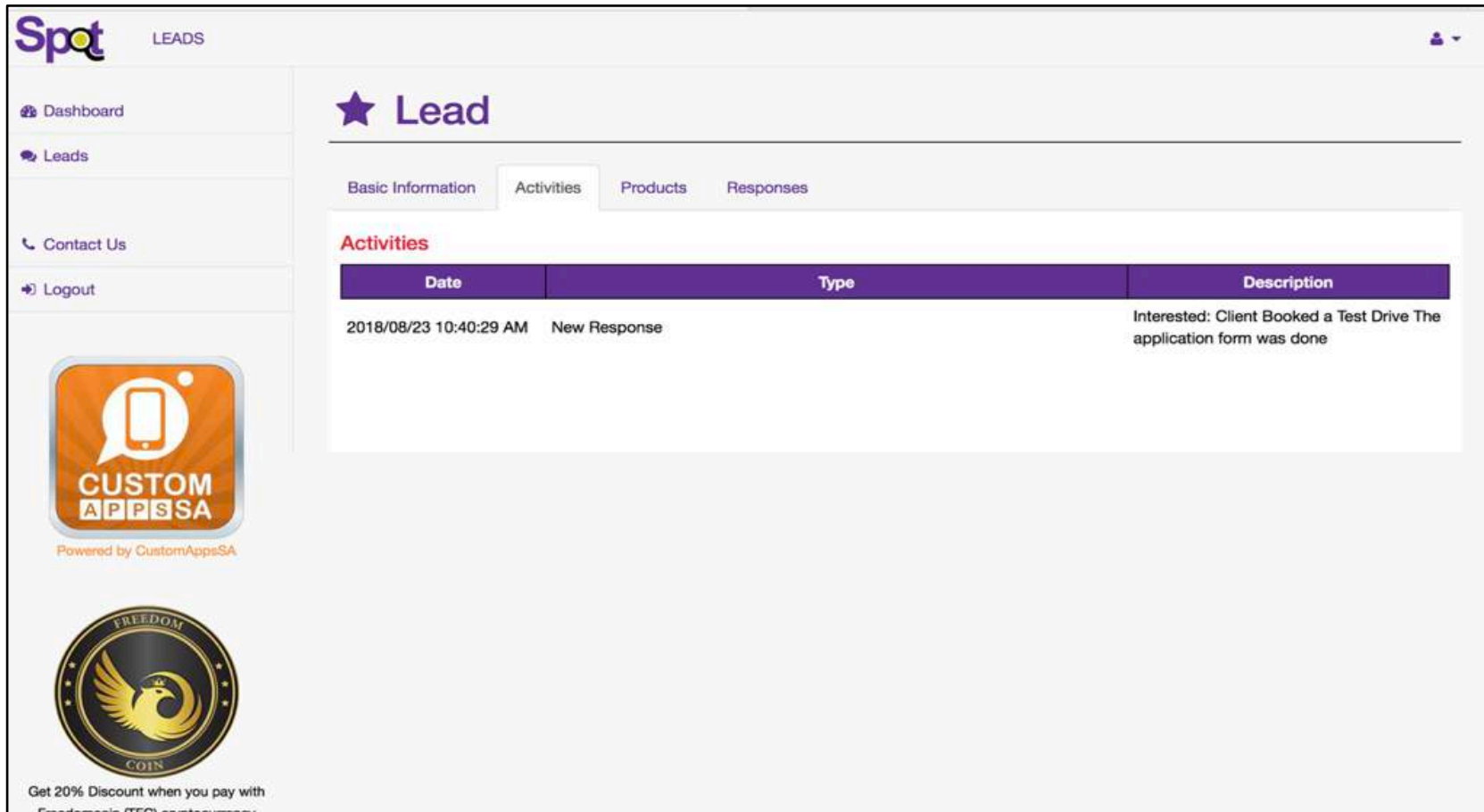
The screenshot displays the Spot LEADS interface. On the left is a navigation sidebar with links for Dashboard, Leads, Contact Us, and Logout. Below the sidebar are two logos: 'CUSTOM APPSSA' (Powered by CustomAppsSA) and 'FREEDOM COIN' (with text 'Get 20% Discount when you pay with Freedomcoin (TEC) cryptocurrency'). The main content area is titled 'Lead' and has tabs for 'Basic Information', 'Activities', 'Products', and 'Responses'. The 'Responses' tab is active, showing a table of communication events.

Date & Source	Information	Spot Index	Progress	Response	Sale Generated	
2018/08/23 10:40:29 AM New Response	x	1	Interested	Client Booked a Test Drive The application form was done	x	Edit
2018/08/20 8:22:38 AM Click Import	Link	3	Clicked Link		x	Edit
2018/08/17 8:10:22 AM Read Import	0	21	Read Email		x	Edit
2018/08/16 11:09:21 AM Click Import		1	Clicked Link		x	Edit
2018/08/16 11:09:20 AM Click Import		2	Clicked Link		x	Edit
2018/08/16 11:09:20 AM Click Import		2	Clicked Link		x	Edit
2018/08/16 11:09:20 AM						



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The screenshot displays the Spot LEADS interface. On the left is a navigation sidebar with links for Dashboard, Leads, Contact Us, and Logout. Below the sidebar are two promotional banners: one for Custom Apps SA and another for Freedom Coin. The main content area is titled 'Lead' and features tabs for Basic Information, Activities, Products, and Responses. The 'Activities' tab is active, showing a table with the following data:

Date	Type	Description
2018/08/23 10:40:29 AM	New Response	Interested: Client Booked a Test Drive The application form was done



**SPOT leadTECH** tracks the clients actions, processes the information and provides the salesperson the opportunity to take action with information to convert a qualified lead into a sale.