

Welcome More **Members** with a Streamlined **Sales Process**

Mindbody's lead management tool is an integrated dashboard for your staff to manage and nurture new leads into paying members. With a built-in sales pipeline, integrated client profiles, and scheduled follow-ups, you'll turn more prospects into loyal members.

) mindbody								
Search for client	θ	HOME	VIDEO	CHECK IN	CLASSES			
							Setup Cher	
Sales pipeline								
Lead type								
New Leads 200	= Contact Made (180) =	Tria	l Starte	d 150	Ŧ	Trial C	ompleted	
Larry Collins Phone: (125) 525-1234 Email: larry.collins@mail.com	Total visits: 3	Goal Assig Days	Laurel Weber Image: Constraint of the second seco			Goal: Go Assigned Total vis		
Tom Cunningham Goal: Gold Membership Assigned to: Julie Pearson Phone: (555) 555-1234 Email: tom123@mail.com	 Last visit: 1/6/2021 12:10 PM Next visit: 1/28/2021 10:00 AM 	Total visits: 5 Last visit: 12/9/2020 12:10 PM Next visit: 1/28/2021 10:00 AM				Last visit: 11/16/2020 Next visit: 1/22/2021		
	Next Follow-up: 1/20/2021 10:30 AM		Next Visit: 1/28/2021 10:00 AM ⊠ Next Follow-up: 1/22/2021 10:30 AM				Next Follow-up: 1/24/2021 10:30	
	 Timothy Henderson Goal: Gold Membership Assigned to: Julie Pearson Total visits: 2 					Goal: Go Assigned Total vis		
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Capture



OPPORTUNITY

With automated lead capture you'll never miss a new lead— Lead Management notifies you when a new lead enters your sales pipeline. Easily view all leads and where they are in the sales process.

ACTION

Jenn is browsing the Mindbody app when she comes across an offer from Enzo Fit. She creates an account, purchases an intro offer, and books her first class who doesn't love a great deal?

New Leads 150	Contact Mode 162 =	Trail Comp		
Larry Collins Phone: (125) 525-1234 Email: larry.collins@mail.com	Mary Ann Gomez Goal: Gold Membership Assigned to: Julie Pearson Total visits: 3 Last visit: 6/6/2021 12:10 PM Next visit: 6/13/2021 10:00 AM	Laurel Web Goal: Gold Me Assigned to: Ju Days left on the Total visits: 5 Last visit: 7/28 Next visit: 7/28		
Jenn Nielsen	 Next Follow-up: 6/10/2021 10:30 AM 			
Jenn Nielsett Goal: Gold Membership Assigned to: Julie Pearson Phone: (555) 555-1234 Email: tom123@mail.com	Timothy Henderson Goal: Gold Membership Assigned to: Julie Pearson Total visits: 2 Mark Pearson A new lead has been automatic pulled into your sales funnel! Green			
	% Next Follow-up: 6/22/2021 10:30 AM	 Next Follo 7/23/2021 		

Nurture



ACTION

Jenn just took her first class—she loved it and left feeling energized.

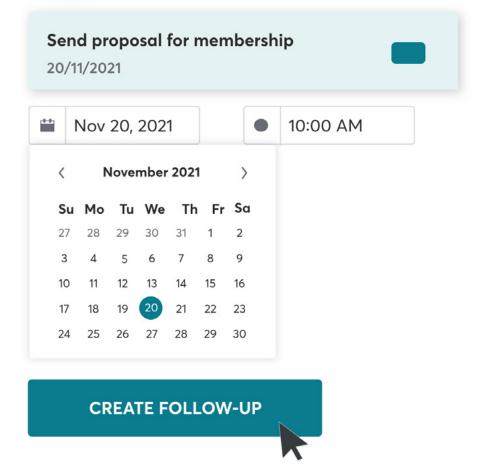
OPPORTUNITY

Your team will have the tools they need to connect with leads like Jenn-setting goals, assigning new leads, and digging into account details. Quickly create, update, and complete sales follow-up tasks.



Jenn Nielsen

jennnielsen@mail.com



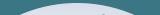
Convert



ACTION

It's time to follow up and get Jenn back in the studio she's excited to be part of your community.





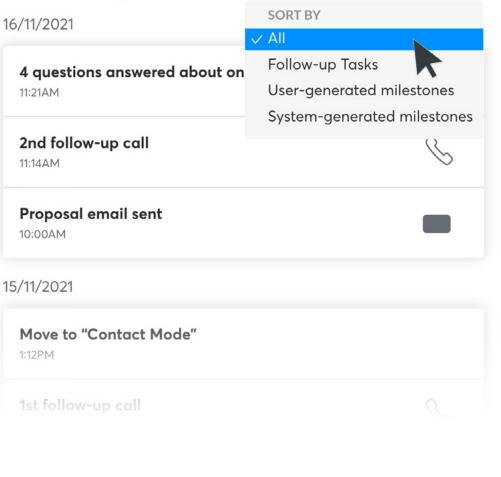
OPPORTUNITY

Lead Management means a streamlined sales pipeline. You can see where Jenn is at every step of the sales process and confidently convert her from a prospect to a member.



Jenn Nielsen jennnielsen@mail.com

Timeline by date



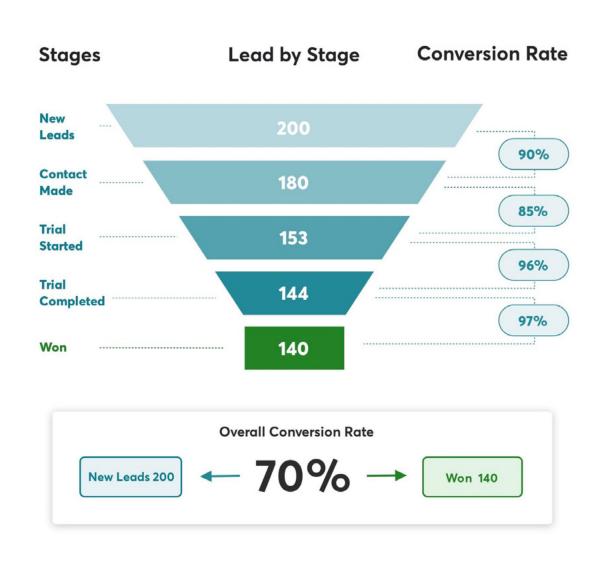


ACTION

Jenn completed—and rocked her Enzo Fit intro offer.

OPPORTUNITY

Get the analytics you need to convert more leads. Easily measure lead conversion rates and learn where you experience the most drop-offs.



Simplify sales at your studio with Lead Management.