

Lead Finder Jack – Cloud Campaigns Module

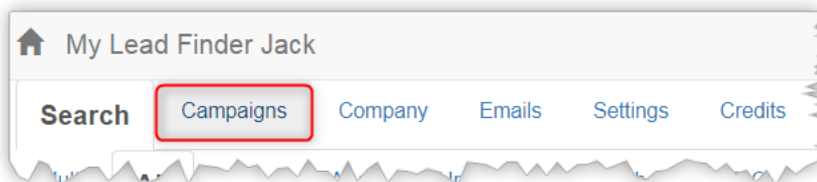


Lead Finder Jack – Cloud is part of your **Sales Dynamite Jack** package. This training will show how to use the **Campaigns** module.

You should have already completed at least one search, as shown in the PDF “*Lead Finder Jack – Cloud: Search Module*”. Each **Search** that you complete is saved as a **Campaign**.

First, you will need to log in at <https://my.leadfinderjack.com/>. Once you are logged in...

Click on **Campaigns**.



On the **Campaigns** screen, you will see all the companies that were collected in your search and saved as that specific Campaign name.

When you’ve done more than one search – and remember, each search creates a campaign – you can **Select Campaign** at the top left.

Select Campaign All => Arizona 189 cities 1 niche [Dropdown] [Filter Icon] [Menu Icon] [Campaign Cleaner]

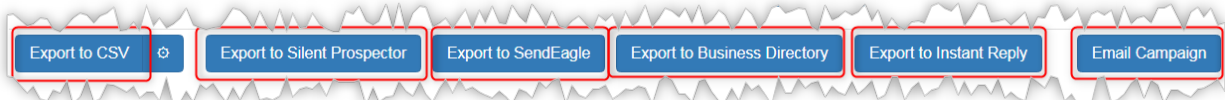
Export [Icon] **Export to Silent Prospector** **Export to SendEagle** **Export to Business Directory** **Export to Instant Reply** **Email Campaign**

Filter: Website Email Phone Facebook Link Contact
Secure Website WordPress City Video
HA AdWords Unclaimed Facebook Groupon

Url	Name	Email	Phone
knowleslaw.org	Knowles Law Firm, PLC	tonyknowles@knowleslaw.org + 1	(602) 702-5431 + 6
vuria.com	VURIA	info@vuria.com + 11	(480) 315-8040 + 1
bighornlaw.com	Bighorn Law	info@bighornlaw.com + 2	(602) 892-9118 + 7
zacharylawgroup.com	Zachary Law Group, PLC	info@zacharylawgroup.com + 1	(480) 389-3533 + 1

You can **Export** the list of companies to **Silent Prospector** or **SendEagle** or the **Business Directory** or **InstantReply**. You can also Export as a CSV file by clicking the **Export to CSV** button.

Another option is to send an email message to all businesses in the campaign by clicking on the **Email Campaign** button.

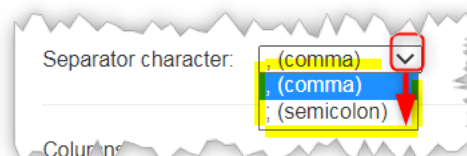


If you click on the **Gear** icon next to the **Export to CSV** button...

... the **Export Settings** screen opens. Here you can say how you want to export the CSV list.
(Note: you can also get to this same screen by clicking on **Settings** > **My Settings**.)

Data	Use only one	Use all, separated by	Use all in separate rows
email	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
facebook	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
linkedin	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
niche	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
phone	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>
twitter	<input checked="" type="radio"/>	<input type="radio"/>	<input type="radio"/>

The **Separator character** dropdown gives you the choice of comma or semicolon.



Note: These screenshots show the default settings.

Here is the bottom of the **Export Settings** screen with the default settings shown.

Columns

<input checked="" type="checkbox"/> address	<input type="checkbox"/> linkedin	<input checked="" type="checkbox"/> phone	<input checked="" type="checkbox"/> state
<input checked="" type="checkbox"/> city	<input checked="" type="checkbox"/> longitude	<input type="checkbox"/> responsive	<input type="checkbox"/> twitter
<input checked="" type="checkbox"/> contact	<input type="checkbox"/> mobileSpeed	<input type="checkbox"/> salesVol	<input type="checkbox"/> unclaimed
<input checked="" type="checkbox"/> country	<input type="checkbox"/> mobileUsability	<input type="checkbox"/> sic2	<input type="checkbox"/> unclaimedStatus
<input type="checkbox"/> county	<input checked="" type="checkbox"/> name	<input type="checkbox"/> sic4	<input checked="" type="checkbox"/> url
<input checked="" type="checkbox"/> email	<input checked="" type="checkbox"/> niche	<input type="checkbox"/> sicext	<input type="checkbox"/> video
<input type="checkbox"/> facebook	<input type="checkbox"/> numEmp2	<input type="checkbox"/> sicName	<input type="checkbox"/> wordPress
<input checked="" type="checkbox"/> latitude	<input type="checkbox"/> numEmployees	<input type="checkbox"/> sqFootage	<input checked="" type="checkbox"/> zipCode

These settings will be covered in more detail in the **Settings Module** PDF. And remember, they are only used for exporting your campaign as a CSV file.

As long as you want to export via one of the other methods, you don't need to click the **Gear** icon at all.

Filters:

Let's go back to the **Campaigns** screen and talk about Filters. You can filter the list on a number of factors, if desired, before you export it. These are to narrow down your list of companies to be a more targeted group of prospects.

Search Campaigns Company Emails Settings Credits

Select Campaign All => Arizona 189 cities 1 niche Campaign Cleaner

Export Export to Silent Prospector Export to SendEagle Export to Business Directory Export to Instant Reply Email Campaign

Filter Website Email Phone Facebook Link Contact

Secure Website WordPress City Video

HA AdWords Unclaimed Facebook Groupon

Url Name Email Phone

knowleslaw.org Knowles Law Firm, PLC tonyknowles@knowleslaw.org + 1 (602) 7

For example, you can filter on whether they have a website or not. Let's say you want a list of companies that do not have a website. You would click on the blue **Website** filter button, then click on **No**. The button turns green and says "Website: No" to show that the "No" filter has been selected.

Filter: Website Email

Any Yes No

Filter: Website: No Email

Secure Website WordP

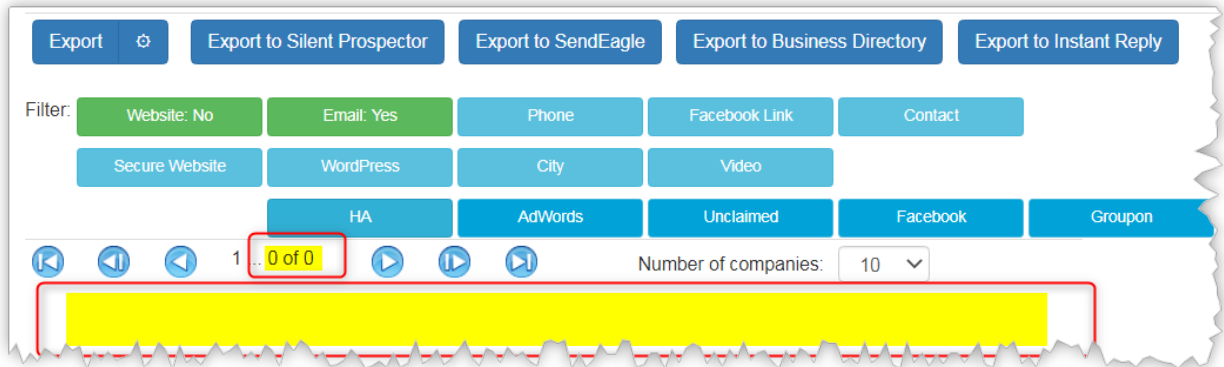
Filter: Email

Any Yes No

Another example (see above right): If you only want to export businesses that have a known email address, you click on the blue **Email** button and select **Yes**. But if you don't care, you select **Any**.

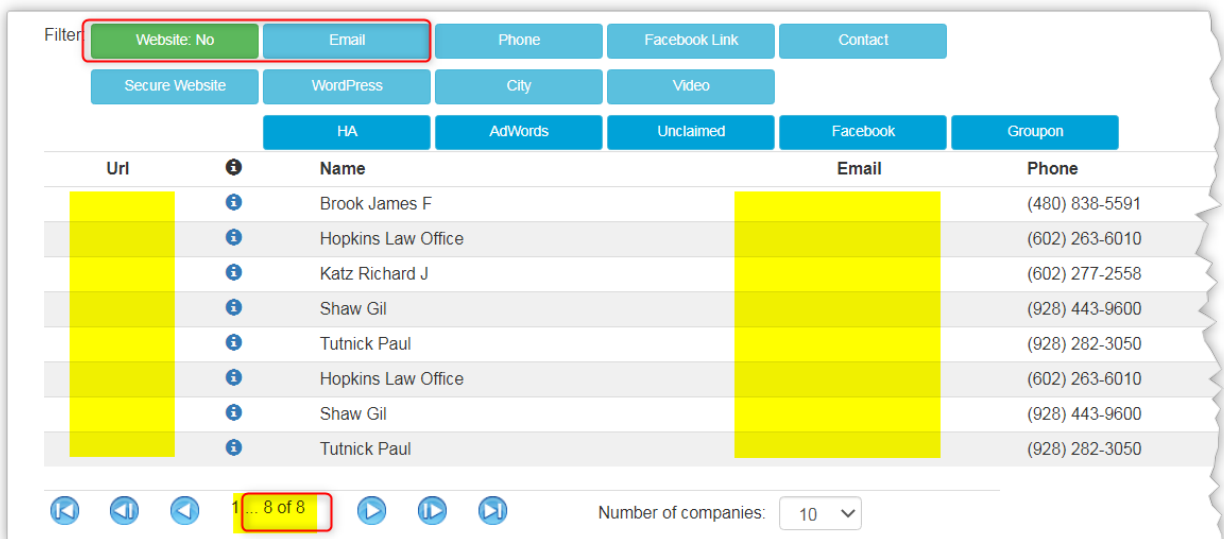
Filters that you do not click on will automatically default to “Any”.

It is possible that by selecting one or more filters, you may possibly eliminate your entire list of companies in this campaign. For example, when the two filters shown above were both selected, this was the result... zero companies:



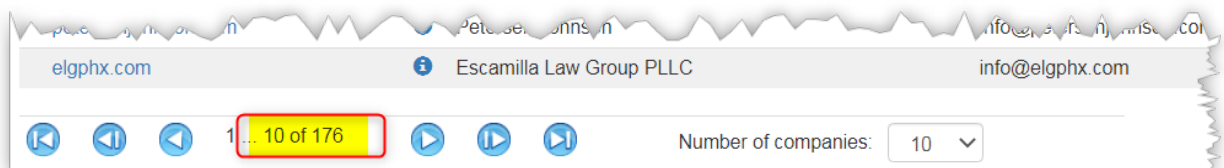
Let's put the **Email** filter back to “Any” and see what happens.

Now we see that there are 8 companies that do not have a website, but none of them have an email address, either. However, they do have phone numbers. So, if you want to prospect them for your website service, you could simply call them on the phone.



Let's find out what happens if we put **Website** back to “Any”, and **Email** back to “Yes”.

Now we have a list of 176 companies that do have email addresses.



Company Information:

As we have seen, the main **Campaigns** screen shows the **URL**, the **Name** of the business, the **Email**, and the **Phone** number. To know more about any company on your list, you can click on the round “i” icon and look up all the details for that company.

Url	Name	Email	Phone
knowleslaw.org	Knowles Law Firm, PLC	tonyknowles@knowleslaw.org + 1	(602) 702-5431 + 6
vuria.com	VURIA	info@vuria.com + 11	(480) 315-8040 + 1

My Lead Finder Jack

Search

Campaigns

Company

Emails

Settings

Credits

Campaign: All => Arizona 189 cities 1 niches

Knowles Law Firm, PLC

Data

Sent Emails

Name	Knowles Law Firm, PLC
Url	https://www.knowleslaw.org
Address	2852 S Carriage Ln, Mesa, AZ 85202, USA
City	Mesa
State	Arizona
Zipcode	85202
Last updated	9/23/2020
Email	tonyknowles@knowleslaw.org, info@knowleslaw.org
Phone	(602) 702-5431, (480) 359-3128, (480) 269-1944, (480) 247-6366, (480) 203-2000, (888) 332-5621, (888) 433-1946
Streetnumber	2852
Route	South Carriage Lane
Country	United States
Location	(33.362760, -111.892827)
Niches	attorney, business service, criminal attorney, criminal justice attorney, criminal lawyer, dui attorney, dwi attorney, justice, juvenile lawyer, law firm, lawyer, malpractice attorney, personal injury attorney, personal injury lawyer, personal injury lawyer, personal services

(Notice that the **Company** tab is active when you are looking at a company's details.)

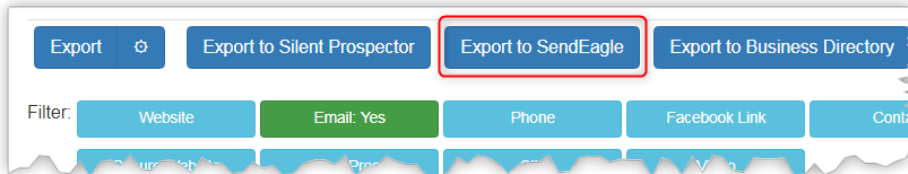
There are many useful details, even a rating of their **Mobile Speed** and **Mobile Usability**.

Facebook	https://www.facebook.com/KnowlesLawFirm		
Twitter	https://twitter.com/knowleslawfirm		
GooglePlusID	110700665268615328787		
Origins	World, AdWords Search Engine, World Search Engine		
MobileSpeed	63	Needs work	
MobileUsability	99	Good	
Google Maps Match	Name: Found	Address: Not Found	Phone: Found
WordPress	no		
UnclaimedStatus	G+: No site		
Video	http://www.knowleslaw.org		

Export to SendEagle:

Let's do an actual export. We will use the **Export to SendEagle** option, but the other options work about the same way. *(Of course, you need to have a SendEagle account.)*

In the **Campaigns** screen, with any desired Filters selected, click on the **Export to SendEagle** button.

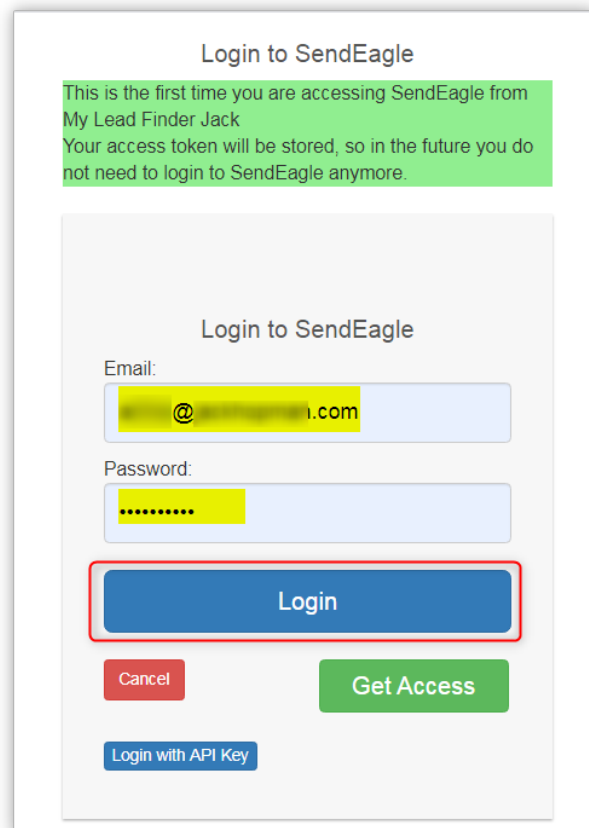
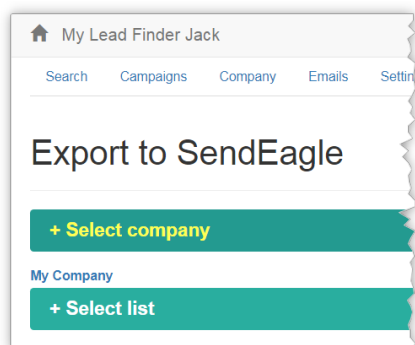


The first time you do this, you will be given the screen to log in to SendEagle.

This connects the two accounts. You will not need to log in each time in the future.

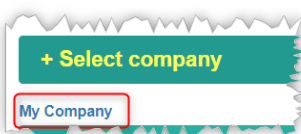
*If you do not have a SendEagle account yet, you can click on the green **Get Access** button. This will bring you to the page where you can sign up for SendEagle.*

Once you have logged in, you will see this screen:



Notice that you are still in My Lead Finder Jack. You did not end up inside SendEagle.

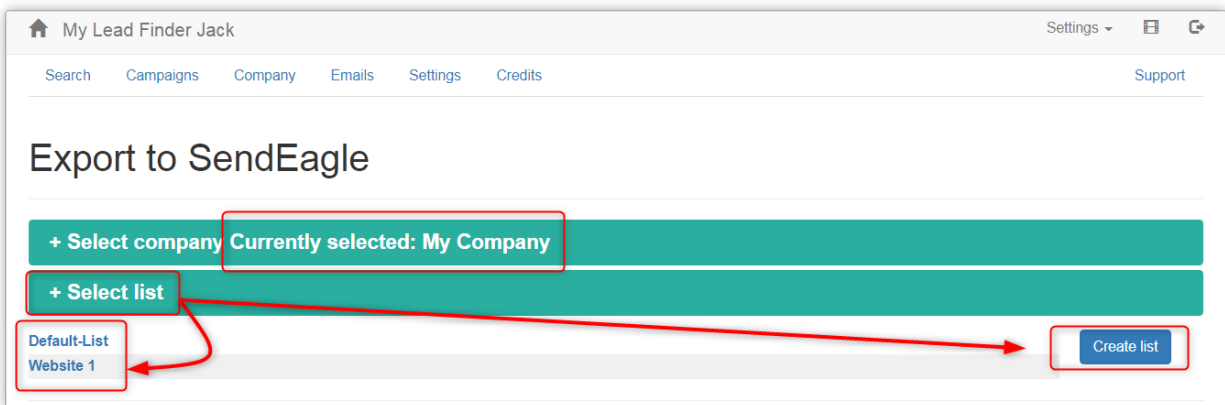
Under the **Select company** button, you will see all the companies that you've set up in SendEagle. This is probably just your own company, or maybe you also use SendEagle to do marketing for one or more client accounts.



In our example, I will select **My Company** (because this is the company that will be using the leads).

Now the **Select company** button shows the selected company on the button, and the **Select list** button has the available lists below it (if any). *These are lists that you have previously set up in SendEagle.*

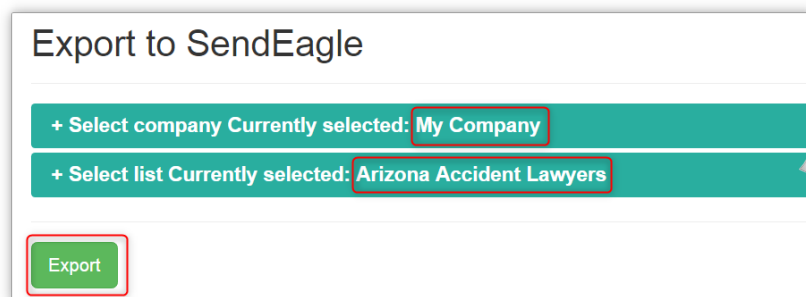
You can select one of your existing lists, or click on the blue **Create list** button to make a new list to export these specific leads to.



Click on **Create list**. This opens a field for you to enter a name for your new list.

Enter a name that describes the list and click on **OK**.

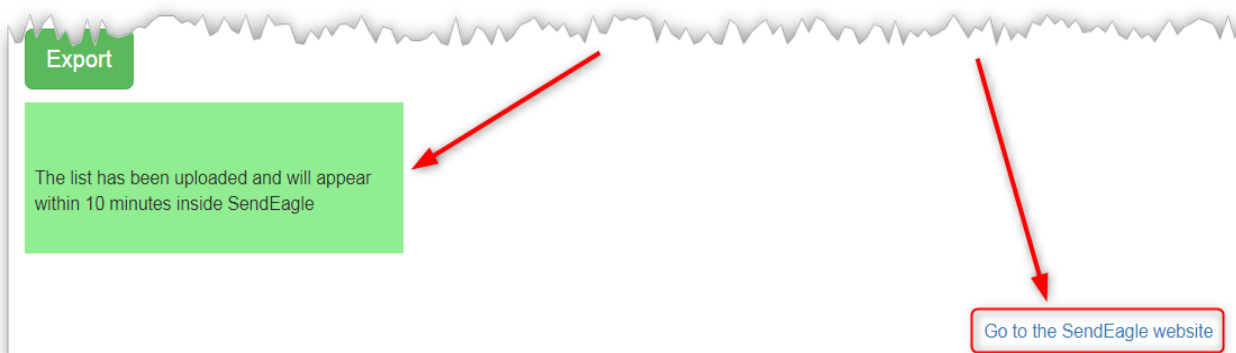
Now the company and list are both selected.



Click on **Export**.

After a moment, a green message box will appear below the **Export** button.

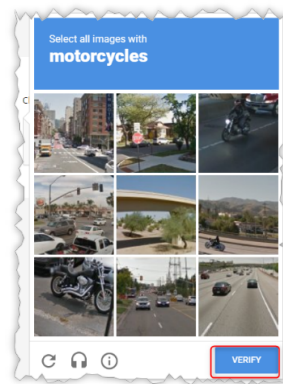
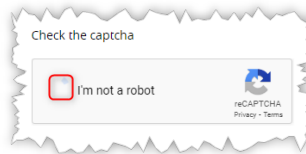
Click the **blue link** at the bottom right to go to SendEagle.



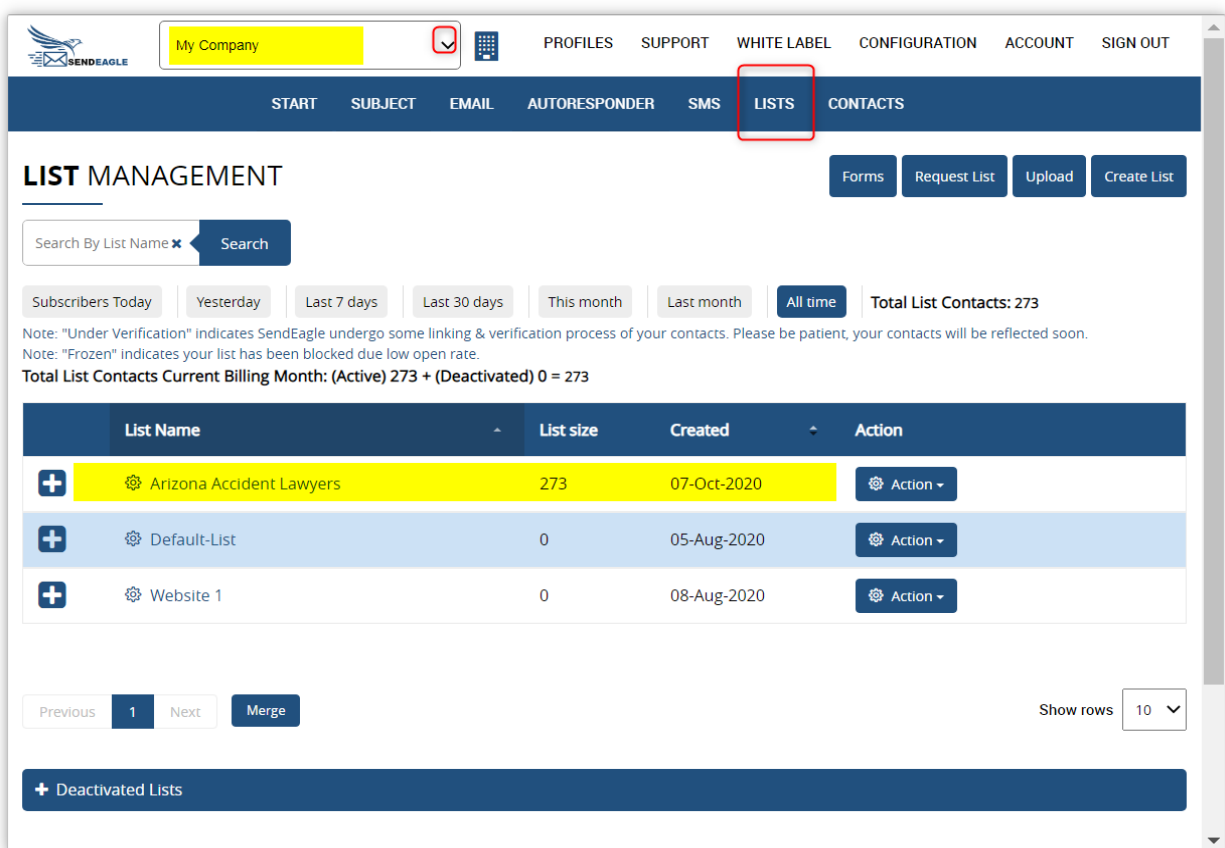
Log into your SendEagle account and solve the captcha.



SendEagle login form with fields for email and password, a 'Remember Me' checkbox, and a 'LOGIN' button. Links for 'Forgot Password?' and 'I have an account but I don't know for which email address' are also present.



Be sure your company is selected at the top, and click on the **LISTS** tab. You will see your new list.



SendEagle LISTS Management interface. The 'LISTS' tab is highlighted in the top navigation bar. The main section shows a table of lists with columns for List Name, List size, Created, and Action. The first list, 'Arizona Accident Lawyers', has 273 contacts and was created on 07-Oct-2020. Below the table are pagination controls and a 'Show rows' dropdown.

List Name	List size	Created	Action
Arizona Accident Lawyers	273	07-Oct-2020	Action
Default-List	0	05-Aug-2020	Action
Website 1	0	08-Aug-2020	Action

You can now use SendEagle to send emails to this list.

SendEagle was our example. If you exported to InstantReply or Silent Prospector or a Business Directory, you would log into that platform to use the list.

If you exported a CSV file to your computer, you can upload it into whatever emailing platform you want to use.

This concludes the **Lead Finder Jack – Cloud: Campaigns Module** PDF. The other modules will be covered in separate PDFs.

For additional support with any technical issues, please contact Support@JackHopman.com.