

Permaleads 3.0 / User Manual

Permagroup GmbH

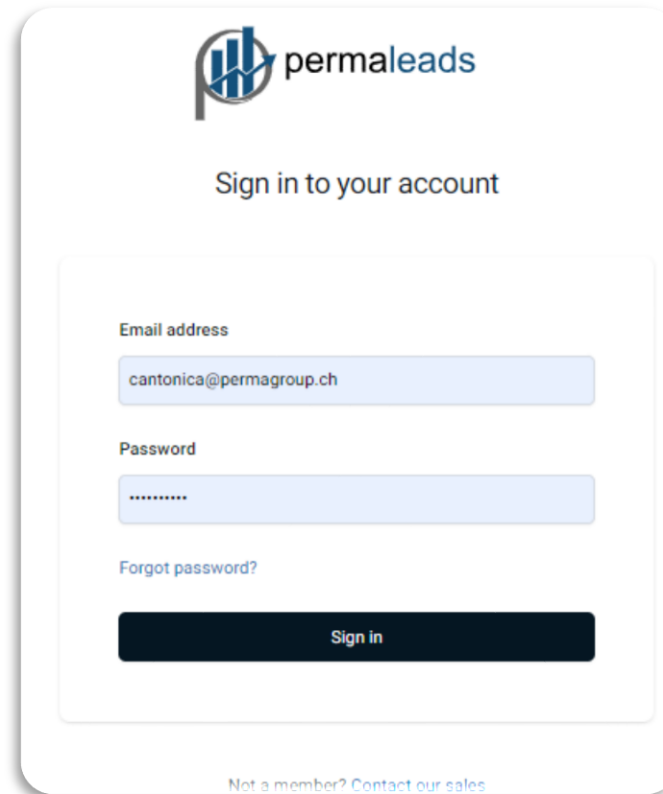


Login Procedure

Website: <https://my.permaleads.ch/login>

Login:

1. Click on “Forgot password”.
2. Enter your email address again in the next window.
3. You will receive a confirmation email asking you to reset your password
4. You can then easily set your password and log in



The screenshot shows the login interface for permaleads. At the top left is the permaleads logo, which consists of a blue circle containing a white bar chart with an upward-pointing arrow, followed by the text 'permaleads'. Below the logo is the text 'Sign in to your account'. The main form area contains three input fields: 'Email address' with the value 'cantonica@permagroup.ch', 'Password' with a masked password '.....', and a 'Forgot password?' link. A dark blue 'Sign in' button is positioned below the password field. At the bottom of the form, there is a link that reads 'Not a member? Contact our sales'.



Starting Page

Permaleads 3.0 is divided into 3 areas:

1. Menuebar
2. Leads overview
3. User profile settings

The screenshot displays the Permaleads 3.0 interface. On the left is a sidebar menu with the following items: Leads, Tasks, Users, Mouseflow, and Settings. The main area shows a 'Leads overview' table with columns for Company, Categories, Visit, Rating, and PermaScore. The table lists several companies with their respective details, including addresses and contact information.

Company	Categories	Visit	Rating	PermaScore	
<input type="checkbox"/> Stag AG Simon Frick Strasse 3 9466 Senwald Switzerland		total: 1 last: 08.09.23	★ ★ ★ ★ ★	3	Details
<input type="checkbox"/> ZFY-Unternehmungen Flüelstrasse 51 8047 Zürich Switzerland	Target	total: 3 last: 07.09.23	★ ★ ★ ★ ★	5	Details
<input type="checkbox"/> Joinbox Brickfeldstrasse 16 3012 Bern Switzerland		total: 1 last: 07.09.23	★ ★ ★ ★ ★	5	Details
<input type="checkbox"/> WWZ AG Chollerstrasse 24 6300 Zug Switzerland	Kunde	total: 2 last: 07.09.23	★ ★ ★ ★ ★	6	Details
<input type="checkbox"/> IBB Energie AG Gawerkstrasse 5 5201 Brugg Switzerland		total: 1 last: 07.09.23	★ ★ ★ ★ ★	5	Details
<input type="checkbox"/> Lieta GmbH Brückenstr. 1 51702 Bergneustadt Germany		total: 1 last: 05.09.23	★ ★ ★ ★ ★	5	Details
<input type="checkbox"/> Mopac Wasen AG Oelweg 4 3457 Wasen im Emmental Switzerland		total: 1 last: 05.09.23	★ ★ ★ ★ ★	3	Details
<input type="checkbox"/> Stiftung zur Palme Hochstrasse 31-33 8330 Pfäffikon Switzerland		total: 2 last: 04.09.23	★ ★ ★ ★ ★	4	Details
<input type="checkbox"/> Freedomtech Solutions Ltd 15 Firststrasse 8935 Feusisberg Switzerland		total: 1 last: 01.09.23	★ ★ ★ ★ ★	5	Details
<input type="checkbox"/> Figas SA Avenue Charles Ferdinand Rämuz 70 1200 Bâle		total: 1 last: 30.09.23	★ ★ ★ ★ ★	3	Details



Leads

The screenshot shows the Permaleads web application interface. The browser address bar displays `https://my.permaleads.ch/leads`. The application has a sidebar menu on the left with options: Leads, Tasks, Users, Mouseflow, and Settings. The main content area features a search and filter section at the top with fields for 'Search for lead name', 'Website' (set to 'All Websites'), 'Sort by', and 'Saved Filters'. Below this is a table of leads with columns for Company, Categories, Visit, Rating, and PermaScore. A blue box highlights the first three rows of the table.

Company	Categories	Visit	Rating	PermaScore	
<input type="checkbox"/> Sitag AG Simon Frick Strasse 3 9466 Senwald Switzerland		total: 1 last: 08.09.23	★★★★★	3	Details
<input type="checkbox"/> ZFV-Unternehmungen Flüelstrasse 51 8047 Zürich Switzerland	• Target	total: 3 last: 07.09.23	★★★★★	5	Details
<input type="checkbox"/> Joinbox Brückfeldstrasse 16 3012 Bern Switzerland		total: 1 last: 07.09.23	★★★★★	3	Details
<input type="checkbox"/> WWZ AG Chollerstrasse 24 6300 Zug Switzerland	• Kunde	total: 2 last: 07.09.23	★★★★★	6	Details
<input type="checkbox"/> IBB Energie AG Gaswerkstrasse 5 5201 Brugg Switzerland		total: 1 last: 07.09.23	★★★★★	5	Details
<input type="checkbox"/> Lista GmbH Brückenstr. 1 51702 Bergneustadt Germany		total: 1 last: 05.09.23	★★★★★	5	Details
<input type="checkbox"/> Mopac Wasen AG Oelweg 4 3457 Wasen im Emmental Switzerland		total: 1 last: 05.09.23	★★★★★	3	Details
<input type="checkbox"/> Stiftung zur Palme Hochstrasse 31-33 8330 Pfäffikon Switzerland		total: 2 last: 04.09.23	★★★★★	4	Details
<input type="checkbox"/> Freedomtech Solutions Ltd 15 Firststrasse 8835 Feusisberg Switzerland		total: 1 last: 01.09.23	★★★★★	5	Details
<input type="checkbox"/> Figes SA Avenue Charles Ferdinand Ramuz 70 1000 Bulle		total: 1 last: 20.08.22	★★★★★	3	Details



Leads

Search: Search for leads that appear in the list below

Websites: When tracking several websites, all of them are displayed in the overview or you select the desired one in the field

Sort by: offers multiple sorting options

Saved filters: can be selected

Filter / Search: allows specific search and saving of settings

Company	Categories	Visit	Rating	PermaScore
<input type="checkbox"/> Sitag AG Simon Frick Strasse 3 9466 Sennwald Switzerland		total: 1 last: 08.09.23	★★★★★	3

Search: Search for lead name
Website: All Websites
Sort by: Please select...
Saved Filters: Please select...
Filter icon X

Saved Filters
Please select...
Please select...
Schweiz Portfolio
Schweizer Kunden

Sort by
Please select...
Please select...
Name ↓
Name ↑
Visits ↓
Visits ↑
Last visit ↓
Last visit ↑
PermaScore ↓
PermaScore ↑



Leads

Column description

Company: displays the lead with address information

Categories: can be defined by yourself and several can be assigned per lead

Visits: show the number of visits recorded so far, as well as the date of the last registered visit

Evaluation: can be used for your own lead classification/qualification with the award of 1 - 5 stars

PermaScore: Shows the relevance of a lead from 1 - 100 using a standardized evaluation matrix.

Company	Categories	Visit	Rating	PermaScore
<input type="checkbox"/> IFJ Institut für Jungunternehmen AG Schützengasse 10 9000 St. Gallen Switzerland	<input checked="" type="checkbox"/> Target <input checked="" type="checkbox"/> Kunde	total: 1 last: 29.08.23	★★★★★	14
<input type="checkbox"/> Cyberlink AG Bellerivestrasse 241 8008 Zürich Switzerland	<input checked="" type="checkbox"/> Kunde <input checked="" type="checkbox"/> Partner	total: 4 last: 21.08.23	★★★★★	14



Filter

The screenshot shows a filter configuration interface for a data table. The interface is divided into four main sections: Filter Definition, Visit date, Geo / Market, and Qualification. Below these is a table of results with columns for Company, Categories, Assigned to, Visits, Rating, and PermaScore.

Filter Definition: Filter Name: Geo Region 1

Visit date: from tt.mm.jjjj to tt.mm.jjjj. Options: Today, Yesterday, Last Week, Last Month.

Geo / Market: Country: Switzerland. Postal code from: 8000-8999.

Qualification: Website, Assigned User, Min. Rating 4, Min. Duration, Visited URLs, Assigned Categories: Kunde, Prospect in Kontakt, Target, Min. PermaScore, Min. Visits, Referrer, Min. Users count.

Table:

Company	Categories	Assigned to	Visits	Rating	PermaScore
<input type="checkbox"/> ERF Medien Witzbergstrasse 23 8330 Pfäffikon ZH Switzerland	— Prospect in Kontakt	<input type="checkbox"/> Claudio Antonica	Total: 11 last: 07.10.24 < 3m	★★★★★	0
<input type="checkbox"/> Lista AG Fabrikstrasse 1 8586 Erlen Switzerland	— Kunde	<input type="checkbox"/> Marketing Buddy	Total: 14 last: 25.11.24 ...	★★★★★	5

1 to 2 of 2 Entities

The filter covers several areas:

- Filter definition/label
- Date picker
- Geographical selection
- Qualification characteristics



Filter

The screenshot shows a 'Filter Definition' interface with the following sections:

- Filter Definition:** A text input field containing 'Geo Region 1'.
- Visit date:** Two date pickers labeled 'from' and 'to', both set to 'tt.mm.jjjj'. Below them are buttons for 'Today', 'Yesterday', 'Last Week', and 'Last Month'.
- Geo / Market:** A 'Country' dropdown menu with 'Switzerland' selected. Below it are 'Postal code from' and 'Postal code to' fields, with '8000-8999' selected in the 'Postal code from' field.
- Qualification:** A grid of criteria including: 'Website' (dropdown), 'Assigned Categories' (dropdown with 'Kunde, Prospect in Kontakt, Target'), 'Assigned User' (dropdown), 'Min. PermaScore' (slider), 'Min. Rating 4' (slider), 'Min. Visits' (input field), 'Min. Duration' (dropdown), 'Referrer' (dropdown), 'Visited URLs' (input field), and 'Min. Users count' (input field).

A yellow box highlights the bottom action bar, which contains: 'Search', 'Save', 'JSON', 'CSV', 'XLSX' (all with download icons), and a trash icon.

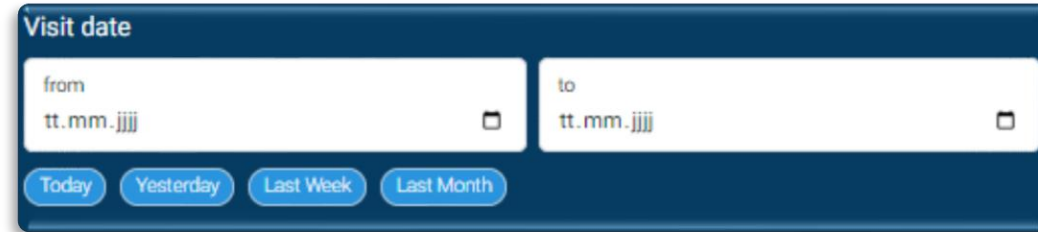
- The filter can be used to carry out a specific search and can also be saved as a filter by entering a filter name.
- If the filter needs to be adjusted, the new features can be added and the filter can be adjusted using the “Update Filter” function.
- The lead list generated based on the filter criteria can be exported in **json, csv and xlsx formats**.
- Delete filter, the filter and all its characteristics will be irrevocably deleted



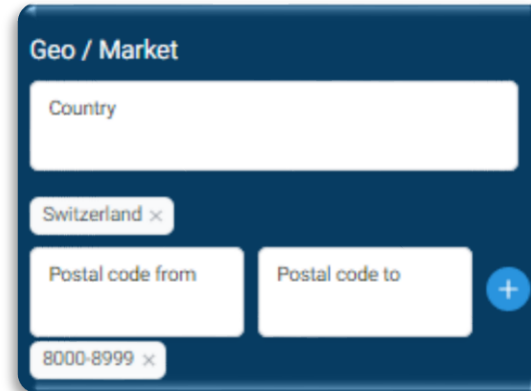
Filter

The visit date filter records visits from a specific time period. Date ranges are already preset in the light blue fields.

The geo/market filter allows you to select one or more countries so that a market-based analysis can be carried out. Furthermore, corresponding regional areas can be further refined by selecting postal codes.



The 'Visit date' filter interface consists of a dark blue header with the text 'Visit date'. Below the header are two white input fields. The first field is labeled 'from' and contains the placeholder text 'tt.mm.jjjj'. The second field is labeled 'to' and also contains the placeholder text 'tt.mm.jjjj'. Below these fields are four light blue buttons: 'Today', 'Yesterday', 'Last Week', and 'Last Month'.



The 'Geo / Market' filter interface has a dark blue header with the text 'Geo / Market'. Below the header is a large white input field labeled 'Country'. Below this field is a light blue button labeled 'Switzerland' with a small 'x' icon to its right. Below the 'Switzerland' button are two white input fields: 'Postal code from' and 'Postal code to'. Below these two fields is a light blue button labeled '8000-8999' with a small 'x' icon to its right. To the right of the 'Postal code to' field is a blue circular button with a white plus sign.



Filter

The “Qualification” area includes several selection criteria, such as:

- **Website:** Select one or more websites
- **Categories:** Search for one or more lead types
- **User:** User assigned to the lead
- **PermaScore:** Standardized rating of leads from 1 to 100
- **Rating:** Custom rating of leads from 1 to 5 stars
- **Visits:** Selection of the number of visits by leads
- **Duration:** Time periods of how long leads stayed on the website
- **Referrer:** Selection of one or more channels through which leads arrived on the website
- **URL:** Free-text search for leads that visited a specific page
- **User count:** Selection of how many users from a company visited the website

The screenshot displays a 'Qualification' filter panel with the following elements:

- Website:** A dropdown menu.
- Assigned Categories:** A dropdown menu showing 'Kunde, Prospect in Kontakt, Target'.
- Assigned User:** A dropdown menu.
- Min. PermaScore:** A slider control with a blue dot.
- Min. Rating 4:** A slider control with a blue dot.
- Min. Visits:** A text input field.
- Min. Duration:** A dropdown menu.
- Referrer:** A dropdown menu.
- Visited URLs:** A text input field.
- Min. Users count:** A text input field.



Leads / Detail



Lista AG
Fabrikstrasse 1
8586 Erlen
Switzerland

CHE-112.969.339
lista.com
+41716492111

Monetas
Moneyhouse
LinkedIn
Xing

Assigned to: Marketing Buddy

No of Visits: 14

Rating: ★★★★★

Perma Score: 5
[Did download](#)

Last Visit: Nov 25, 2024

Referrers:

Visits Company Insights

Filter for visited URL that contain...

[Group by Users](#)

25.11.2024 - 19:26					Erlen	1 View	> 30 minutes		
12.09.2024 - 15:54						1 View	< 30 minutes		
02.09.2024 - 09:27						2 Views	> 30 minutes		
05.08.2024 - 10:41						2 Views	> 30 minutes		
05.06.2024 - 14:21						1 View	< 3 minutes		
02.04.2024 - 15:19						1 View	< 10 seconds		
06.03.2024 - 13:06						1 View	> 30 minutes		
06.03.2024 - 11:35						2 Views	> 30 minutes		
09.02.2024 - 10:35						2 Views	> 30 minutes		
08.10.2023 - 19:12						2 Views	< 3 minutes		
15.09.2023 - 13:57						1 View	< 10 seconds		
28.08.2023 - 15:02						1 View	< 10 minutes		
23.08.2023 - 12:27						1 View	< 30 seconds		
16.08.2023 - 09:14						0 Views	< 10 seconds		

Visited urls

- /home
- /permaleads/b2b-kundengewinnung
- /ueber-uns/faq
- /permaleads/permaleads-anleitungen

Assigned Lead Categories

Please select...

Kunde

Assigned user

Please select...

Comments

Marketing Buddy Last year

Contacted Mr Sample to discuss the engagement of Permaleads

Add your comment...

[Block Lead](#) [Tasks](#) 0




Leads / Detail



Lista AG
Fabrikstrasse 1
8586 Erlen
Switzerland

CHE-112.969.339
lista.com
+41716492111

Monetas
Moneyhouse
LinkedIn
Xing

 Assigned to:
Marketing Buddy

No of Visits

Rating

Perma Score

Last Visit

Referrers

3



7

Aug 28, 2023



1. Lead name with location information
2. UID number
2. Website
2. Phone number
3. Social media links
4. Users

1. Number of visits
2. Rating classification according to your own specifications
3. PermaScore according to the standard model
4. Last visit of the lead
5. Referrer, through which channels the lead came to the website




Leads / Detail

The screenshot displays a web analytics interface with the following elements:

- Navigation:** Two tabs are visible: "Visits" (selected) and "Company Insights".
- Search:** A search bar with the placeholder text "Filter for visited URL that contain..." and a magnifying glass icon.
- Filter:** A blue button labeled "Group by Users" with a group of people icon.
- Visit Summary:** A row of icons representing visit details: a right arrow, a monitor, a crossed-out monitor, a robot, and a location pin. The text reads "25.11.2024 - 19:26", "Erlen", "1 View", and "> 30 minutes".
- Table:** A table with three columns: "Time", "Duration", and "Page".



Time	Duration	Page
25.11.2024 - 19:26	11:28	Permagroup GmbH :: Permaleads Anleitungen /permaleads/permaleads-anleitungen
- Other Visits:** Three additional visit entries are listed below the table, each with its own set of icons and summary text.
- Actions:** On the right side of each visit entry, there are circular icons for video recording and expand/collapse.

























1. Visits: Information about the visit
2. Company data: Information about the company being visited
3. Search field: Search for words in the URL that describe a product or service, for example, "anleitungen"
4.  : Representation by users or employees of the identified company to check how many people visited the website




Leads / Detail

Visits Company Insights

Filter for visited URL that contain...  


25.11.2024 - 19:26	     Erlen 1 View > 30 minutes  	
Time	Duration	Page
25.11.2024 - 19:26	11:28	Permagroup GmbH :: Permaleads Anleitungen /permaleads/permaleads-anleitungen
12.09.2024 - 15:54	    1 View < 30 minutes 	
02.09.2024 - 09:27	    2 Views > 30 minutes  	
05.08.2024 - 10:41	    2 Views > 30 minutes  	


1. Information about the visit with date/time, referrer, settings, visitor's location, number of pages visited, and duration of stay grouped
2. Detailed view with duration of stay and pages visited
3.  Session replay of the visit







Leads / Detail

Visits Company Insights


Filter for visited URL that contain...  **Time based Visits**

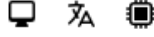
User #1 3 visits 


25.11.2024 - 19:26  1 View > 30 minutes  ^

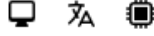
02.09.2024 - 09:27  2 Views > 30 minutes  v



Time	Duration	Page
02.09.2024 - 09:27	05:09	Permagroup GmbH :: Erfolgreiche B2B Lead Generierung /home
02.09.2024 - 09:32	06:00	Permagroup GmbH :: Erfolgreiche B2B Lead Generierung /ueber-uns/faq

05.06.2024 - 14:21  1 View < 3 minutes

User #2 1 visits 

12.09.2024 - 15:54  1 View < 30 minutes

User #3 1 visits 

05.08.2024 - 10:41  2 Views > 30 minutes  ^

When clicking on **Group by Users**, users are identified and grouped:

1. Number of visits by each user
2. Visit data of each user
3. The interests and journey of the user



Leads / Detail

Visits

Company Insights

Industrie

Mfg public building furniture

Gründungsjahr

2006

Mitarbeiter

289

Jahresumsatz

USD 1,528,286,271

Kurzbeschreibung (Swiss German)

Die Gesellschaft bezweckt den Erwerb, die Verwaltung und die Veräusserung von Beteiligungen an anderen Unternehmen sowie Finanzierungen im In- und Ausland und die Besorgung aller Geschäfte, die mit diesem Zweck direkt oder indirekt zusammenhängen. Die Gesellschaft kann bewegliche und unbewegliche Vermögenswerte für eigene und fremde Rechnung erwerben. Im weiteren bezweckt die Gesellschaft die Fabrikation von und den Handel mit Büro- und Betriebseinrichtungen aus Stahl, Holz und Kunststoff sowie die Erstellung von Stahlkonstruktionen und den Bau von Maschinen-, Hebe- und Förderanlagen. Sie kann Dienstleistungsgeschäfte tätigen, Schutzrechte aller Art erwerben, verwalten und verwerten. Die Gesellschaft kann alle kommerziellen, finanziellen und anderen Tätigkeiten ausüben, die mit dem Gesellschaftszweck im Zusammenhang stehen. Insbesondere kann sie Finanzierungsgeschäfte (einschliesslich Kredit- und Darlehensgewährungen an Aktionäre und verbundene Gesellschaften) tätigen und auch für Verpflichtungen ihrer Aktionäre und von verbundenen Gesellschaften entgeltlich und unentgeltlich Sicherheiten insbesondere in Form von Garantien, Pfändern, Globalzessionen, Sicherungsübereignungen oder Sicherungsabtretungen stellen. Die Gesellschaft kann Zweigniederlassungen und Tochtergesellschaften im In- und Ausland errichten und sich an anderen Unternehmungen im In- und Ausland beteiligen. Die Gesellschaft kann Grundstücke und Liegenschaften erwerben, halten und veräussern.

Company Insights can be booked additionally.



Leads / Detail

Selection and labeling of categories

Visited urls
/home
/permaleads/b2b-kundengewinnung

Assigned Lead Categories

Please select...

Marketing Messe Zürich Prospect in Kontakt

Selection and assignment to users

Assigned user

Please select...

Capturing and editing user notes

Comments

Marketing Buddy 2 days ago
Contacted Mr Sample to discuss the engagement of Permaleads

Add your comment...
Comment


Create a task to forward to users

Tasks 0 +



User-Profil / Detail

Editing Userr Setting Marketing Buddy

Foto  Datei auswählen Keine ausgewählt

Your profile
Sign out as Marketing
Sign out

Editing of Name

Position

Select standard filter

Select language

Email-notification for new Leads or neue visitors (Standard)
 New lead
You will be notified if a new Lead was created for one of your websites.
 New Visit
You will be notified if a new Visit was detected for one of your websites.

Email-notification by new visitors on defined filters
If no filter selected, then notification generated on all visitors

Intervall of the email-notification (daily/weekly/monthly)

Custom lead filter notifications

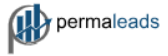
Interval for email delivery Weekday
Please select the day of the week on which you would like to receive the email.

Change passwort

Save



Tasks



Leads

Tasks

Users

Mouseflow

Settings



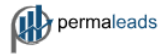
Marketing Buddy

All Tasks

Task	Lead	assigned by	assigned to	due date	date completed
test	CSFR INC	John Doe	John Doe	28.07.2023	30.08.2023
do not track assignment	Millenindo RAS	Claudio Antonica	John Doe	19.07.2023	Complete
call Michel	Netstream AG	Claudio Antonica	Claudio Antonica	20.07.2023	18.07.2023
test michel	Netstream AG	Claudio Antonica	Claudio Antonica	20.07.2023	18.07.2023
Dani mit Müller nachfassen	Deuring GmbH & Co KG	Claudio Antonica	John Doe	31.07.2023	Complete
follow up call mit müller	Allianz Suisse Versicherungs-Gesellschaft AG	Claudio Antonica	Claudio Antonica	07.09.2023	Complete
Testauftrag	BOLL Engineering AG	John Doe	John Doe	31.08.2023	Complete



User Overview



Leads

Tasks

Users

Mouseflow

Settings



Marketing Buddy

new User

first name	last name	Email	status	Role		
John	Doe	d.baumann@basol.ch	<input checked="" type="checkbox"/>	Admin		
Claudio	Antonica	cantonica@permagroup.ch	<input checked="" type="checkbox"/>	Admin		
Marketing	Buddy	marketing@permagroup.ch	<input checked="" type="checkbox"/>	Supervisor		
Amanda	Benedetto	cb-ralk@permaleads.ch	<input checked="" type="checkbox"/>	Supervisor		

Acquisition of new users

Roll:

Supervisor: all functions

User: no recording of new users

no mouseflow access

Settings:

Selection of access-authorized websites

first name

last name

Email

phone

position

Role

settings

entitled websites

www.permagroup.ch

digital-permagroup.ch

leads-permagroup.ch

Reset

Save













Mouseflow

permaleads

Marketing Buddy

www.permagroup.ch **Select**

URL	Title	Views	Clicks	
/home	Permagroup GmbH :: Erfolgreiche B2B Lead Generierung	342	455	
/permaleads/b2b-kundengewinnung	Permagroup GmbH :: B2B Kundengewinnung	156	424	
/ueber-uns/faq	Permagroup GmbH :: FAQ	58	318	
/ueber-uns/permacode-auf-webseite-integri	Permagroup GmbH :: Permacode auf Webseite Integrieren	53	123	
/permalytics	Permagroup GmbH :: Permalytics - Zielgruppendefinition	44	112	
/permacall	Permagroup GmbH :: Permacall - Leads generierung	28	38	
/impressum	Permagroup GmbH :: Impressum	24	28	
/permaleads/preise	Permagroup GmbH :: Preise	19	35	
/404	Permagroup GmbH :: 404	19	9	
/datenschutz	Permagroup GmbH :: Datenschutz	15	53	

Heatmap of all views and clicks on the respective pages

When you click on  a separate window opens with the heatmap display - see next page



Mouseflow

mouseflow 109 Ansichten 336 Klicks Opazität Intensität

Movement Desktop 08 Aug. 2023 - 06 Sep. 2023

permagroup Sales & Marketing Solutions

Permanalytics Permadigital Permaleads Permacall Über uns

Leads direkt von Ihrer Website

KOSTENLOSE BERATUNG


















Categories

- permaleads
- Leads
- Tasks
- Users
- Mouseflow
- Settings
- Categories**
- Blocked Leads

Marketing Buddy

+ Category Color

Category name

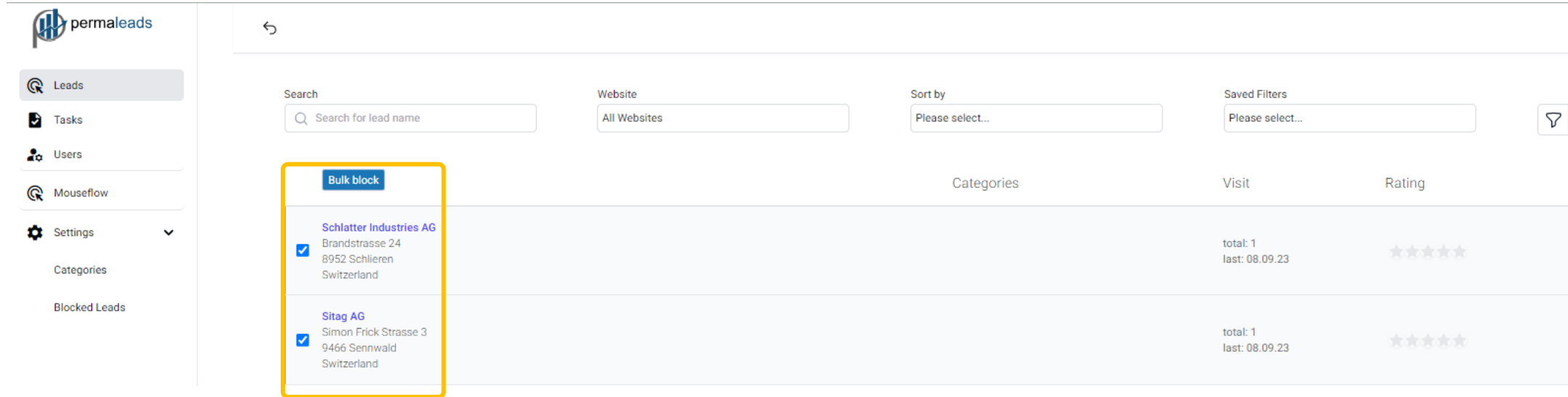
Category Color	Category name	
	Kunde	 
	Prospect in Kontakt	 
	Target	 
	B2C kein B2B	 
	Partner	 

- + Setting new categories
- Choice of color
 - Name of the category

- Existing categories
- Edit
 - Delete



Block Leads



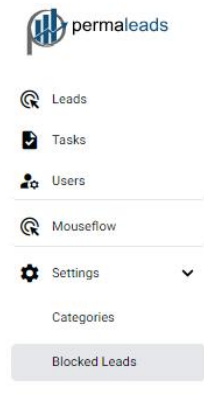
The screenshot shows the permaleads application interface. On the left is a sidebar with navigation items: Leads, Tasks, Users, Mouseflow, Settings, Categories, and Blocked Leads. The main area displays a list of leads with search and filter options at the top. A yellow box highlights the 'Bulk block' button and the first two lead entries, which are checked for selection.

	Search	Website	Sort by	Saved Filters	
	<input type="text" value="Search for lead name"/>	<input type="text" value="All Websites"/>	<input type="text" value="Please select..."/>	<input type="text" value="Please select..."/>	<input type="button" value="Filter"/>
			Categories	Visit	Rating
<input checked="" type="checkbox"/>	Schlatter Industries AG Brandstrasse 24 8952 Schlieren Switzerland			total: 1 last: 08.09.23	★★★★★
<input checked="" type="checkbox"/>	Sitag AG Simon Frick Strasse 3 9466 Sennwald Switzerland			total: 1 last: 08.09.23	★★★★★

1. Selection of leads to block
2. Click on «Mass Block»
3. These are no longer listed in the leads overview, but instead appear under the menu item “Blocked Leads”.



Blocked Lead List



The screenshot shows a table with two columns: 'Lead name' and 'Website'. There are two rows of data. Each row has an 'Unlock' button on the right side. The table is enclosed in a yellow border.

Lead name	Website	
Bibus AG	www.permagroup.ch	Unlock
PLANETEL SPA	www.permagroup.ch	Unlock

1. Overview of blocked leads
2. If you want the lead to appear on the leads list again, click on «Unlock»
3. These are then removed from the “Blocked Leads” list





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