Hey Elite Club Members, we have some exciting new Connect functionality to share with you! We have been doing a lot of work on the backend of Connect to be able to provide client activity as it pertains to business solutions that have been referred through Connect. In the past Sales Executives had to search for this valuable information one client at a time. Not anymore!

Now you'll see a numeric indicator on the right-hand side of the Menu button if you have new client activity in Connect



When you click on the Menu button and select Referred Clients (formerly Clients) from the menu the numeric notification will disappear and you'll be taken to the Referred Clients page. From here you'll be able to see the recent client activity (indicated by Bell icon) for each of the business solutions you've referred.

Total Count: 100

← Previous 1 2 3 4 5 6 7 8 9 Next→

| Referral Date | Assigned Date | 🛕 Status Alert Type | Status Alert Date | Name | Solution |
|---------------|---------------|---------------------|-------------------|---------------------|----------|
|)8/07/2013 | T 05/01/2014 | Ċ | 12/20/2017 | Mark Shaw | Corefact |
| 08/12/2013 | T 05/01/2014 | <u>Ļ</u> | 12/21/2017 | Luis Velasco | Corefact |
| 08/14/2013 | T 05/01/2014 | Ċ | 12/20/2017 | Audrey Mcinerney | Corefact |
| 09/20/2013 | T 05/01/2014 | ¢ | 12/20/2017 | David Huntley | Corefact |
| 09/20/2013 | T 05/01/2014 | Ļ | 12/20/2017 | Ken Marson | Corefact |
| 11/19/2013 | T 05/01/2014 | <u>Ļ</u> | 12/20/2017 | Juan Mandrile | Corefact |
| 12/06/2013 | | <u>À</u> | 12/20/2017 | Donna Desino | Corefact |

When you click on the Bell icon you'll be able to see the client activity/status back information for that specific business solution. Giving you the ability to follow-up with your client(s) and continue to add value to that relationship.

Referral Date: 08/17/2016

Solution: ProspectNow

Comments: Elizabeth

| Referral Email Activity | Value | Last Updated On | |
|-------------------------|------------------------|-------------------|--|
| Email Opened | 0 | N/A N/A N/A | |
| Video Viewed | 0 | | |
| Flyer Viewed | 0 | | |
| Client Activity | Value | Last Updated On | |
| Last Login Date | 2017-10-12 01:33:26 | 03/25/18 | |
| Used CoreFact | No | 03/25/18 | |
| Used Predictive Score | No | 03/25/18 | |
| Have saved search | No | 03/25/18 | |

This information is proprietary, so do not share this information with your clients. It is for you to use as a guide to know how you can help your clients meet their business objectives, goals, and provide best practices as they utilize the business solution you've referred.

We'll have more details in our upcoming FNTG Connect Newsletter and all the latest functionality of this upcoming release.

Have a great week!