ISC WEST | Emperia

LEAD RETRIEVAL
Collect – Download – Follow Up

Capture attendees' contact information with the Emperia Lead Retrieval App.
Use your mobile device to scan their badge & easily collect their contact information.
No need to collect business cards!

BEFORE THE SHOW

1 Receive Login Credentials

via an email sent to the key contact with the subject line: "Your Company Access Code for Emperia"

2 Download the Emperia Lead Retrieval App

Emperia

Download on the App Store

GET IT ON Google play

3 Log In

using the credentials from the email.
Share credentials with your booth staff*

Logins can be used across multiple devices.

DURING THE SHOW

Welcome

Tap to scan badge

1 Tap to Scan

the QR code on the attendee's badge.

2 Take Notes

about your new leads and enter optional information including any follow-up actions.

3 Download Your Lead Report

at anytime, using the direct link provided to your key contact with your company access code.

You can take more detailed notes by adding qualifiers, survey questions and sending content directly to your leads from the app.
To learn more, contact your Customer Success Coordinator.

AFTER THE SHOW

1 Receive Post-Show Email

including your post show report; this will be sent to the key contact.

2 View, Sort & Download Leads

directly into your CRM.

3 Follow Up with Your Leads

within a week to increase ROI and keep the conversation going.

CONTACT YOUR CUSTOMER SUCCESS COORDINATOR WITH ANY ADDITIONAL QUESTIONS!

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