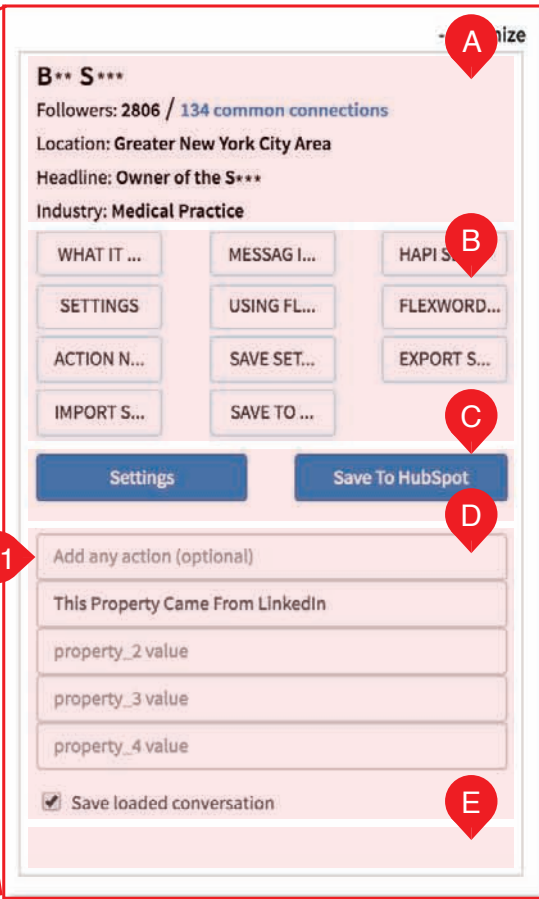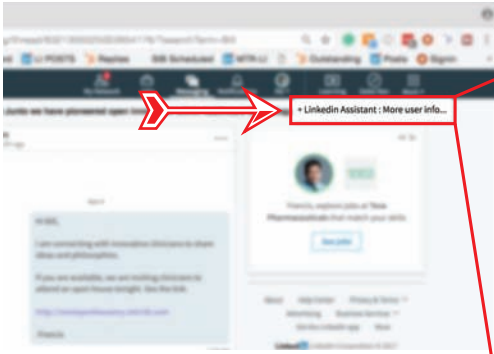# LinkedIn X-RAY

What it does:

This extension enhances messaging and provides an efficient way to transition content from LinkedIn to Hubspot.

(A) Insight Section: Has the name, location, headline, and industry of the person with whom you are chatting.

(B) Message Section: This area can have up to custom 15 messages that have references to anything in the first section.

(C) Function Buttons: The blue buttons are for saving to Hubspot and accessing the settings menu.

(D) Hubspot Properties Section: This is for additional custom properties that you may want to add to during the "Save to Hubspot Process." The "Saved Loaded Conversations" checkbox is on by default. The properties within HubSpot will also update automatically.

(D1) Action Needed: This is a static field to that is appended to all HubSpot saves meant to keep you on track as to what steps are next. i.e. "Requests Demo"

(E) Summary Section: This is from the summary for the current person with whom you are chatting.

HAPI KEY:
(01) Contact me via this email to set up:info@horizonworx.com
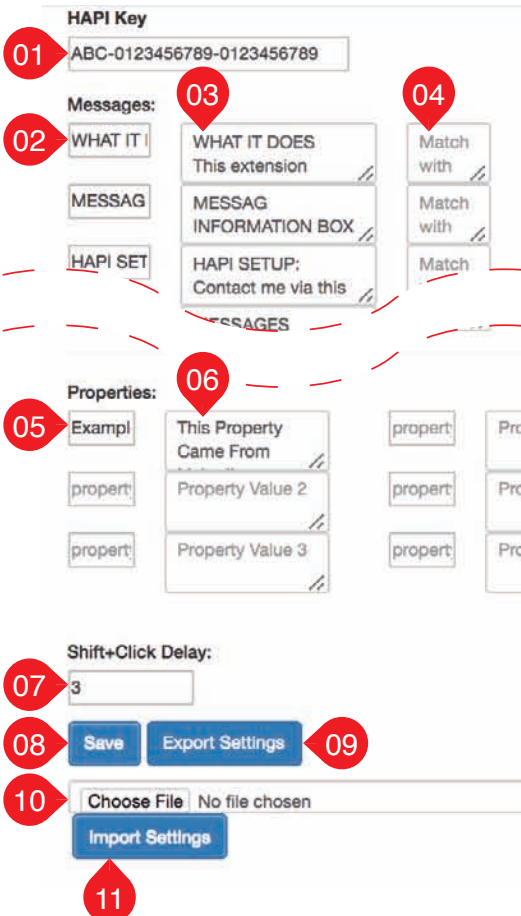
MESSAGES:
(02) Label:
Keep this short and easily identified
(03) Message Box:
Put 2-3 frequently used statements or questions here.
(04) Match with message: (Optional)
Add some part of the message to help prevent sending a message more than once.

PROPERTIES:
(05) Property Label:
Corresponds HubSpot properties that will carry over during a HubSpot save.
(06) Property Value:
This a custom text string that is saved into the corresponding property label during a HubSpot save. This field is compatible with Flexwords (see "Using Flex Words")
***The first 4 are visible and editable in the message information window while in messages.

SAVE/EXPORT/IMPORT
(07) Set Delay for Auto archive when using Shift+Click on Message Buttons.
(08) Save settings and refresh the message window to have changes take effect.
(09) Export your settings to back up or save your data.
(10) Choose exported settings.
(11) Import settings if you use a second computer.

SAVE TO HUBSPOT
If you have a free version of HubSpot, contact me here: info@horizonworx@com
If you have a paid version, contact your administrator

Using Flexwords:
Flexwords like {industry} or {headline} are can be used in either messages or properties to reference the entries in the person's profile that appear in the first section of the message information box.

Flexwords Example:

I am somewhat familiar with the {industry} industry. What did you find most surprising about the regional differences between how that works in {location} versus other places?

Since this software is still being developed, some features may work better than others. I welcome feedback and will consider feature requests.