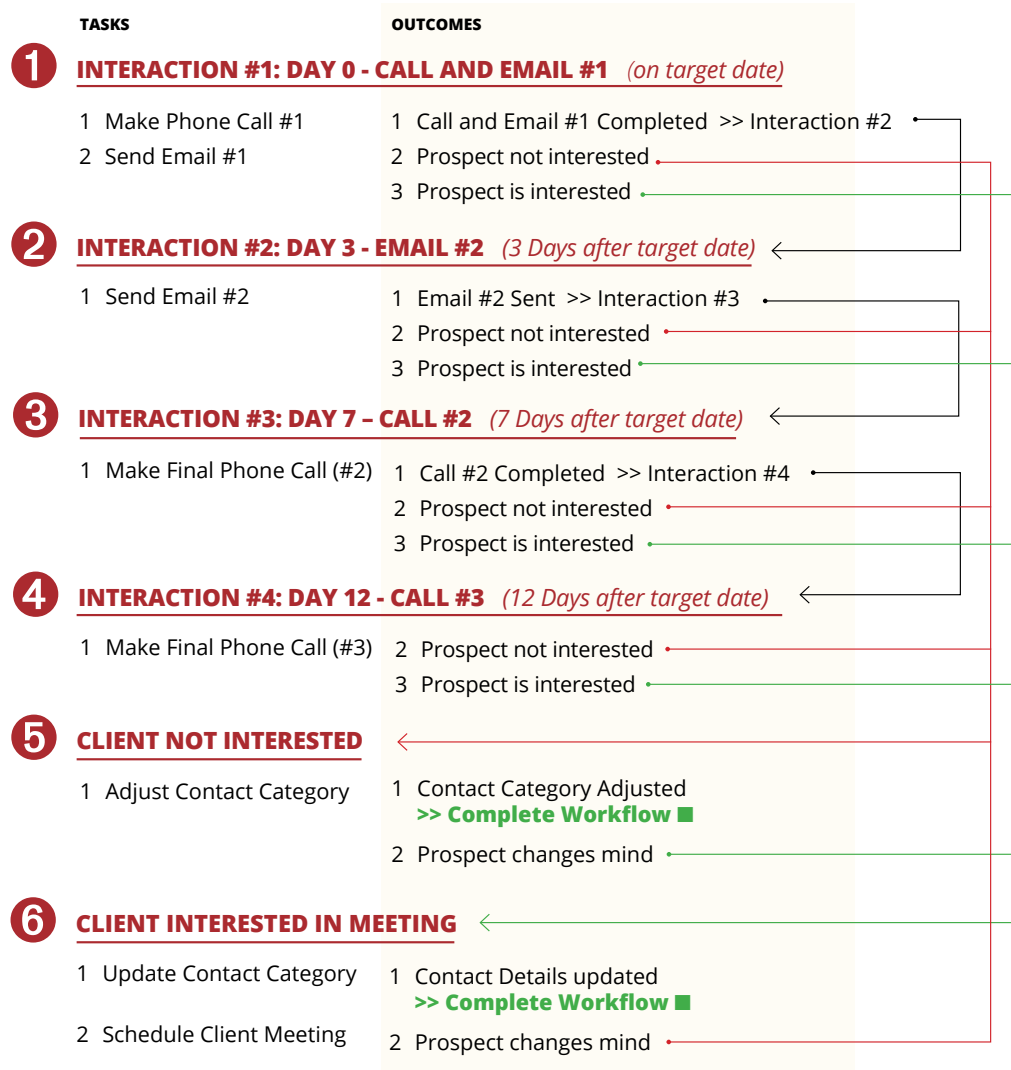


Prospecting Workflow #1



Automation name: Prospect Meeting Scheduled Continues Cadence

TRIGGER EVENT:

→ Activity Added

AUTOMATION ACTION:

→ Action Type: Link Workflow from Template

→ Action Item: Prospecting Workflow #2

IF ALL CONDITIONS TRUE:

→ Activity Category → Equal to: → **Prospecting**

IF ANY CONDITIONS TRUE:

→ Activity Type → Equal to: → **Phone Call**

→ Activity Type → Equal to: → **Appointment**

Prospecting Workflow #2

