# Lead Generation Funnel Build







#### The Situation

A business in the healthcare niche wanted to generate leads to their new service offering. We were hired to come in and create a multi-step lead generation funnel and setup some email automations on the backend of their funnel.

### **Tools Used**

"It is essential to have good tools, but it is also essential that the tools should be used in the right way." – Wallace D. Wattles



## ActiveCampaign

The best email marketing and automation solution for lead generation-based businesses and affiliate marketers.



# **ClickFunnels**

A funnel building platform that allows you to build beautiful yet highly converting funnels.



# **Google Analytics**

A web analytics service offered by Google that tracks and reports website traffic.



# **Tracking Scripts**

Used to track the journey that leads take within the funnel steps and identify bottlenecks



