

 **Check in App**

 **BROCHURE**

# Keep **every visit** inside your sales process

Check in App registers every person who walks in, assigns them to the right sales rep, and connects in-person service with Zoho CRM.

Visitor reception

Connected to Zoho CRM

Phone

+1 305 555 0000

Status

Lead identified

Sales rep

Assignment pending

Register visit

## THE CHALLENGE

# When **in-person service** stays **outside the CRM**

In **stores, showrooms, and branches**, part of the sales process begins when someone walks through the door.

But when **reception and sales** are not working from a **connected process**, difficult questions arise:

When this information depends on manual records or coordination between people, the risk of **losing data** and leaving **opportunities without follow-up** increases.

? **Was this visitor already a customer?**

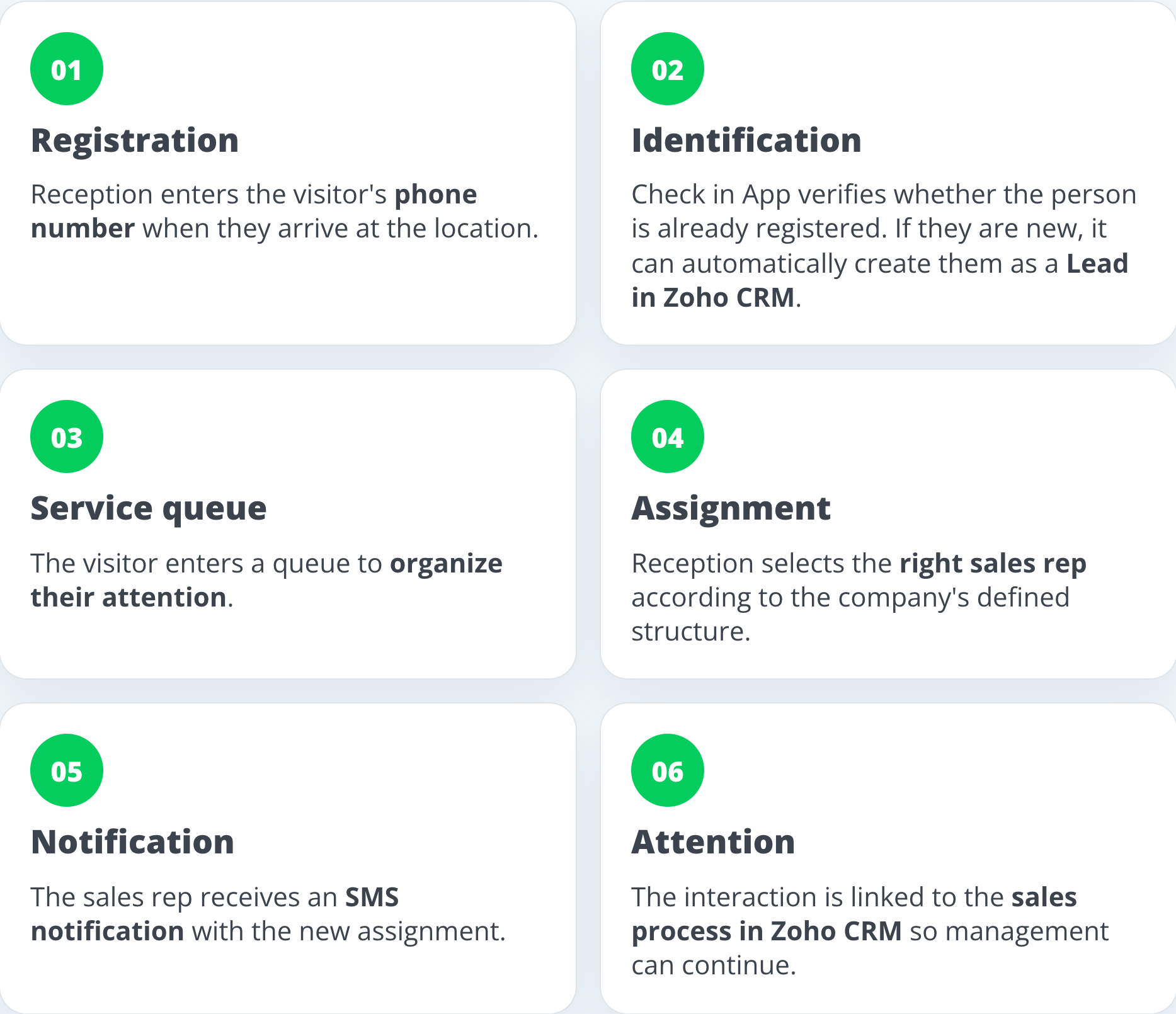
? **Is this a new prospect?**

? **Who should assist them?**

? **Who is now responsible?**

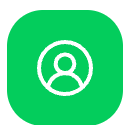
**Check in App organizes the reception, identification, and assignment of each visitor through a process connected with Zoho CRM.**

# From arrival to sales engagement



## | BENEFITS

# More control for **reception, sales, and commercial management**



### **Fewer unregistered visitors**

Each person can be **identified from arrival** and, when appropriate, added to Zoho CRM as a new Lead.



### **More organized assignments**

Queues help **organize attention** and define which sales rep is responsible.



### **Less manual coordination**

The sales rep receives a **notification** when they have a new assignment, without depending on internal alerts.



### **Continuity after the visit**

The information remains available in Zoho CRM so the team can **continue commercial management**.



### **Greater traceability**

The company maintains **visibility over visitors** and their assignment, without depending on separate records.



## USE CASES

# Who is it **designed for**?

Check in App is designed for organizations where in-person attention is part of the sales process.

### In-person commercial operations

- ✓ **Stores** with assisted sales.
- ✓ **Showrooms.**
- ✓ Companies with **multiple branches.**

### Teams that need traceability

- ✓ Operations with several sales reps **assisting visitors.**
- ✓ Teams using **Zoho CRM** that need to bring in-person visits into their **commercial management.**

## INTEGRATION

# Integrated with **Zoho CRM**

Check in App works connected with Zoho CRM and uses information related to Leads, Contacts, users, roles, and queues.

### Check in App

Visitor reception, identification, and assignment from an organized entry point.



### Zoho CRM

Leads, Contacts, users, roles, and continuity for commercial management.



### InterConnecta

Solution adaptation to each organization's attention and assignment structure.



## NEXT STEP

# Do you need to organize how you register and assign visits in your stores or showrooms?

Talk to an InterConnecta specialist.

**Book a consultation**

### **Check in App**

Visitor management does not work as a separate record: it becomes part of the environment where the team already manages customers, prospects, and commercial activities.