

LEAD RETRIEVAL

by 

CONFERENCE TECHNOLOGY ENHANCEMENTS, INC.

LEADNET
Lead Retrieval App

ROVER
Lead Retrieval Scanner



Official Lead Retrieval Provider for:

BUILDING OPERATING MANAGEMENT'S
NFMT[®]2018

MARCH 20-22, 2018 | BALTIMORE, MD

SMART  **BUILDING**
INNOVATIONS

www.cteusa.com/ctelead



LEADNET

Lead Retrieval App by CTE



CONFERENCE TECHNOLOGY ENHANCEMENTS, INC.

Order Online at:
www.cteusa.com/LG/nfmtb2
or use the order form on the following pages

LeadNet® App Highlighted Features



Use Your Own Device

Live data collection using your own smartphone, tablet or laptop.



Add Custom Notes

Add notes to any lead as you collect them or go back and add notes later.



Instant Access to Leads

Send your lead file right from the app. No waiting until after the event.



Multiple File Formats

Save and send the lead file in multiple file formats.



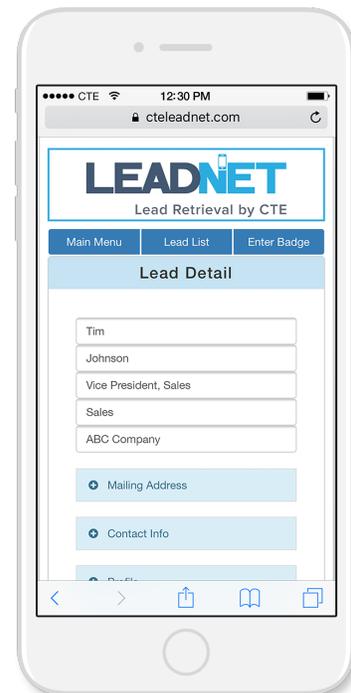
No Download Required

Simply use any device that allows access to a web browser. No need to download an app.



20 Standard or Custom Follow-up Codes

Use follow-up codes to help quickly qualify and organize your leads.



To watch a quick demo video:

Click or copy the link below to your web browser:

www.cteusa.com/ctelead/leadnet-demo

www.cteusa.com/ctelead



ROVER

Lead Retrieval Scanner by CTE



CONFERENCE TECHNOLOGY ENHANCEMENTS, INC.

Order Online at:
www.cteusa.com/LG/nfmb2
or use the order form on the following pages

Rover Scanner Highlighted Features



One Button Operation

Simple one button operation to scan a new badge and easy touchscreen display.



Add Custom Notes

Add notes to any lead as you collect them or go back and add notes later.



Long-lasting Battery Life

Long-lasting battery life of 3-5 days. No need to charge the Rover during the event.



Quick Access to Lead File

Lead files are emailed and made available to download within 1-2 hours after the event ends.



20 Standard or Custom Follow-up Codes

Use follow-up codes to help quickly qualify and organize your leads.



Printer (Optional)

Add a receipt style printer to print a copy of each lead you've scanned.



For more information:

Click or copy the link below to your web browser:

www.cteusa.com/ctelead/rover-wireless

www.cteusa.com/ctelead



CTE LEAD RETRIEVAL ORDER FORM FOR:

NFMT 2018
Baltimore Convention Center
Baltimore, MD
03/20/2018 - 03/22/2018

Fax order to: 847-957-4500
 Mail order to: CTE Inc.
 1460 Renaissance Drive Suite 209
 Park Ridge, IL 60068
 Questions? Call 847-957-4500
 Place order in advance to guarantee order

Company:		
Contact:	Booth#:	
Address:		
City:	State:	Zip:
Phone:	Fax:	
Receipt Email:		
Lead Data Email:		

Rental Terms and Conditions
****NO REFUNDS AFTER 03/02/2018****
 A charge of \$2,500 will be made for any Rover, and \$800 for any iPad lost or damaged. \$50 Cancellation fee applies. Unit(s) not picked up within 4 hours after the start of the show may be re-rented without refund. Units must be returned within 1 hour of close of show. Units picked up by lead staff subject to a \$100 fee. Unreturned units will be billed at \$100 per day until the replacement fee is accrued.

Order Online at http://www.cteusa.com/LG/NFMTB2
<u>CTE LeadNet Web Application</u>
Lead Management Web Application for use on your iPad or any web capable device. **NOTE: Internet or cellular data plan connection required. **NOTE: Up to 3 logins (unique e-mail addresses) per license.
Price Per Unit Before 03/02/2018: \$285.00 After 03/02/2018: \$310.00 Qty: _____
<u>Rover System</u>
A hand-held portable system with scanner and LCD display. No electrical needed.
Price Per Unit Before 03/02/2018: \$300.00 After 03/02/2018: \$325.00 Qty: _____
<u>Add-On Wired Printer for Rover Scanning Unit</u>
**NOTE: This Printer REQUIRES 110V Electrical Outlet
Price: \$75.00 Qty: _____
<u>Custom Follow Up Codes</u>
Price: \$60.00 Qty: _____

Payment Information: Federal Tax ID# 31-1811430 Your order cannot be accepted without payment.	
Card Number:	Exp. Date:
Cardholder Signature:	
American Express: [] VISA: [] MasterCard: [] Check Payable to: CTE Lead Retrieval: []	

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Fax or mail order to: CTE

1460 Renaissance Drive Suite 209, Park Ridge, IL 60068

Fax: 847-957-4500 Phone: 847-957-4500

View package descriptions and pictures at www.cteusa.com/rover

To order on line go to (<http://www.cteusa.com/LG/NFMTB2>)

PACKAGE DESCRIPTION and INFORMATION

Your show management has chosen to offer Lead Management Services for this event. This will allow you, as an exhibitor, immediate access to valuable data on your potential customers. The Lead Management System provides access to demographic information as provided by the attendee (and approved by show management).

CTE

LeadNet: Use your own iPad, mobile phone or laptop to collect leads. Purchase a license for the CTE LeadNet Web Application* to utilize your device to capture your leads in real time. Up to 3 logins are provided per license. Logins are based on e-mail address and require a unique e-mail address for each user. E-mail your leads file at any time from the built in menu for instant access and faster follow ups.

*Internet connection or cellular data plan required.



Rover: A handheld portable data collection system with LCD display. No electrical needed. Unit will be downloaded and the data will be emailed in Excel format at the end of show (The data will also be available in other formats on a web site which will be on the return receipt). The exhibitor simply scans the attendee 2D Barcode and the Rover reads and stores all of your sales leads and displays them on the LCD screen.

*No electrical needed.



Pick up your equipment at the LEAD RETRIEVAL BOOTH and bring it back at the end of the show. Our staff will instruct and show you how to use the equipment.

Create a custom response. Designate up to 20 standard single item responses (E.G. "Send Literature", "Call", etc.) Indicate appropriate follow-up with the attendee. See custom code response sheet.

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20 Standard Scan Codes Are Provided With All Lead Retrieval Packages

CTE will provide you with a standard scan code sheet onsite when you obtain your lead retrieval package.

How do we use it?

When a prospect enters your booth, first you scan the prospect's badge. Then, using the tap screen you may access the 20 standard qualifiers. You may select however many of the 20 standard codes that apply as qualifiers for your prospect.

How is the information captured?

The scan codes will be captured in electronic format and may be printed in you order the Add on Printer.

The 20 standard codes are:

1. Send Literature
2. Send Samples
3. Send Pricing
4. Add to Mailing List
5. Technical Info Required
6. Detail Specs Required
7. Provide Quote
8. Product Demo Required
9. Immediate Contact Required
10. Have Salesperson Call
11. Recommends
12. Final Say
13. Makes Purchase Decision
14. Partial Interest
15. Purchase in 30 Days
16. Purchase in 3 Months
17. Purchase in 6 Months
18. Ready to Purchase
19. Immediate Need
20. Order Placed at Show

You may also have 20 codes customized for your company's use. Each customized code can be 24 characters in length. There is a \$60.00 fee for the creation of each customized code sheet of 20 codes. To order customized codes, please complete the Scan Customization Sheet on next page.

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CTE Scan Customization Order Form

For the creation of custom lead codes, complete this form and submit it with your Lead Retrieval Order Form.

You may have up to 20 customized codes.

Each code can be up to 24 characters in length.

Single response items only, no multiple choice or fill in the blank.

The fee per customized code sheet is \$60.00 USD

Exhibitor Name:	
Exhibitor Contact:	
Phone Number:	
1.	11.
2.	12.
3.	13.
4.	14.
5.	15.
6.	16.
7.	17.
8.	18.
9.	19.
10.	20.