## **Working with Sales Flow Tasks**

Each Sales Flow zone includes a set of tasks. These tasks differ from zone to zone and from Buyer to Seller. Mark tasks as complete, create new tasks, schedule tasks to complete at a later date, and assign tasks to be completed by another person.

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## **Completing a Task**

To complete a task follow the steps below:

- 1. Sign into Moxi Works <sup>TM</sup> / Moxi Engage <sup>TM</sup>.
- 2. Click on All People in the People section (see below).

Gools A	CCI Cool 182% Sensections 2 \$7.9M 100%	All People New 59	Overview	
<b>P</b>	GCI Goal \$	All People	New 76	Overview
Goals	transactions evg size evg rete 0 - 0%	Reple		

3. This brings you to My People screen (see below).

🚳 DASHBOARD	PEOPLE ~	🛗 CALENDAR	🕈 goals	Find people
My People				ADD PEOPLE
Filters * sales flow		export		65 people
Marketing 64	Actives Pending		Abraham Carr	
CATEGORIES	. / *		Ahmed Meyers	-

- 4. Select the person whose tasks you would like to complete. In this example, client **Ahmed Meyers** is selected (see above, indicated by the red arrow).
- 5. This opens your client's profile card and task list (see below).

🍘 DASHBOARD	PEOPLE - M	CALENDAR 🕈 GO	ALS		( Find pe	ople )	<
			Marketing P	lan			
AHMED MEY	ERS	MAKE	THIS PERSON A	PROSPECT			
	TASKS	NOTES					
PROFILE		-					
Marketing Plan	9 tasks rem	neining				add task	
			upcoming			DUE	
	s 🕑 Sert	Neighborhood News Subsc	ription			4/9/15	
Keep your name top of signing your client up	mind by Store Make	e a Personal Call				4/19/15	

6. To quickly complete a task, click on the check mark to the left of the task name (see below, circled in red).

	TASKS NOTES	
A PROFILE	tasks remaining	add task
Marketing Plan	this weak	DUE
	Set Neighborhood News Subscription	Thursday
Neighborhood News (1)	upcoming	
🖶 GROUPS	Make a Personal Call	4/79/15
Use groups to organize your people.	Schedule # Meeting	4/24/15
ed to groups	Post on Social Madia	5/4/15
▲ profile TA	ASKS DETAILS	
<b>О</b> мохі insights	asks remaining	add task
Ø NOTES	upcoming	DUE
	Send Concierge Invite	5/9/18 🗸
Marketing Plan	Set Listing Announcements Subscription	5/9/18 🗸
	Set Neighborhood News Subscription	5/9/18 🗸
	Make a Personal Call	5/19/18 🗸
Keep your name top of mind by signing your client up for a subscription.	Schedule a Meeting	5/24/18 🗸
add subscriptions	Post on Social Media	6/3/18 🗸
🔮 GROUPS edit	Complete Any Additional Subscriptions	6/13/18 🗸

7. To review more information about a task, click on the task title (see below, circled in purple).



- 8. In the above Task example **Set Neighborhood News Subscription**, I can do the following:
  - a. **DESCRIPTION:** View details for this task (see above, circled in red).
  - b. **CREATE SUBSCRIPTION:** Clicking this button will open the Subscription screen allowing you to create the subscription for your person (see above, circled in blue).
    - **NOTE:** Some tasks will vary and may not have this button. Clicking on the Green Action button whether named something else or not will take you to that specific area within Moxi Works/Moxi Engage.
  - c. **DONE:** Click here to mark a task as complete (see above, indicated by red arrow).
    - **NOTE:** This will move your task and will be visible at the bottom of your task list under the **Completed** section.
  - d. **EDIT:** Click here to edit the due date (see above, indicated by blue arrow).
  - e. **MORE:** Find additional options, including assign to another person, add it to your calendar, and delete (see above, indicated by green arrow). See below to learn about these options.

🔮 GROUPS Use groups to organize your people.	CREATE SUBSCRIPTION		dore edit more
add to groups		upcoming	Assign Add to calender
	Make a Personal Call		Delane

- **ASSIGN:** Send an email to another person in your contact list to request they complete this task (see above, indicated by red arrow).
- **ADD TO CALENDAR:** This task will be added to your calendar (see above, indicated by blue arrow).
- **DELETE:** Remove this task from your list (see above, indicated by green arrow).
  - **NOTE:** Any deleted tasks will be visible at the bottom of your task list under the **Delete** section and can be recovered at any time.

## **Creating a Task**

You may need to Create additional Tasks unique to your Transaction. To create a task, follow the steps below:

- 1. Sign into Moxi Works/Moxi Engage.
- 2. Click on All People in the People section (see below).



3. This brings you to **My People** screen (see below).

🚳 DASHBOARD 🛛 🕈 PEOPLE ~	🛗 CALENDAR 🛛 😨 GOALS	Find people 🔅
My People		ADD PEOPLE
Filters clear filters	export	65 people
SALES FLOW      Marketing Prospects Actives Pending     64 0 1 0	Abraham Carr	
CATEGORIES	Ahmed Meyers	←

- 4. Select the person whose tasks you would like to complete. In this example, client **Ahmed Meyers** is selected (see above, indicated by the red arrow).
- 5. This opens your client's profile card and task list (see below).

DASHBOARD     BEOPLE -	🛱 CALENDAR 🛛 🍷 GOALS			Find people 🔹
	<b>e</b> revisere		active	
		Market MAKE THIS PERS	ing Plan	
AUMED INCLUS	TASKS NOTES			
PROFILE     Marketing Plan	9 tasks remaining			edd tesk
		the	week	DUE
	Set Neighborhood News Sub	scription		Thursday

- 6. Click Add Task (see above, indicated by red arrow).
- 7. Add task information (see below).

TASK	NOTES	
PROFILE 9 tasks re	maining add task	
Marketing Plan		
	sk name	
	rescription	
Neighborhood News [1]		
	uration 15 minutes	
GROUPS	ue dete	
Use groups to organice your people.	DONE	
	Ser Listing Announcements Subscription	5/11/10 0
Marketing Plan		
	Set Neighborhood News Subscription	5/11/18
	Keep this person informed by subscribing them to Neighborhood News! The subscription	automatically ands then a
	monthly email, highlighting a selected market's activity and grants access to a detailed repo	nt on your Agent Webne or
	Shinter prys.	
Keep your name top of mind by signing your client up for a subscription.	CREATE SUBSCRIPTION	<ul> <li>Image: Image: Ima</li></ul>
add subscriptions		done edit more
🖶 GROUPS edit	Make a Personal Call	5/21/18 ~

- a. Task Name: Give your new task a title (see above, circled in red).
- b. **Description**: Give your task a description (see above, circled in blue).
- c. **Duration**: Choose the length of time this task should take (see above, circled in green).
- d. **Due date**: Provide a due date for your task (see above, circled in purple).
- e. Click **Done** (see above, indicated by red arrow).