

# We propel organizations' growth through..

- ◆ HubSpot Services
  - ◆ Portal Re-Architecture
  - ◆ New Implementations
  - ◆ Migrations from other CRMs
- ◆ Integrated RevOps Tech Stacks
  - ◆ Ticketmaster/Archtics to HubSpot Integration
  - ◆ Codeless and custom integrations

LEAD  
LOVE



*Lead Love is Revenue  
Operations agency  
based in Los Angeles,  
with a hyper focus on  
HubSpot-centered  
tech stacks.*

We are a team of RevOps technology Solutions Architects with diverse backgrounds in B2B marketing, sales, and CS operations who empower high-growth startups with tech stacks that propel their growth. We also excel at creating clarity out of chaos; partnering with established teams on the CRM “reset” needed to unlock the next phase of their evolution.

We are proud of our 5-star reputation as a HubSpot Diamond partner. We’ve built out hundreds of HubSpot portals, and our clients’ long-term success has fueled our organic growth.

And we are ready to help you grow!

# What we offer

## Portal Re-Architecture

Need to audit or improve an existing portal? Creating clarity out of chaos is where Lead Love started.. We prioritize quick wins and in parallel, we lay the groundwork for long-term success. Our careful balance between short-term and long-term wins creates sustainable momentum.

## New Implementation

We provide a strong foundation for success; scalable database structure, efficient process design, and a thoughtful approach that provides actionable data. Clean list structure, reliable automation, and cohesive campaign tracking are a few of the things you can rely on Lead Love for.

## Migration to HubSpot

We are a go-to partner for migrating from Salesforce to HubSpot. We've migrated clients from a number of other platforms including Zoho and Zendesk. We'll make migration a breeze with flawless data management, process optimization, and tailored onboarding.

## Integrated RevOps Tech Stack

We partner with a number of platforms to supercharge success in HubSpot. Integration data flow is an important piece of the support we provide. Top hits include: Salesforce, Stripe, Quickbooks, Zapier, Slack, Aircall, and PandaDoc.

## Ticketmaster/Archtics to HubSpot Integration

Our integration empowers sports teams to leverage valuable Ticketmaster data for fan engagement and business intelligence. This is a monthly subscription that takes a fraction of the time to go live than a custom build. Plus, ongoing maintenance and new feature releases are included free of charge. It will reduce manual work, and improve data quality and visibility - to ultimately uncover new revenue opportunities and revenue attribution capabilities.

# What clients are saying

*The Lead Love team have been our partners for a number of years now. They have grown with our needs and really provide personalized service. The team is smart, fast but also lovely to work with. They provided great support in building a marketing/sales crm as well as supporting our operations team to make us all more efficient. Thanks, LL!*

– Consulting/Advisory Firm

*They work to understand my business, and they use that knowledge to propose new ideas.*

*There is a continued return on investment, as the tactics employed by the team are constantly adapting. Lead Love is creative and possesses excellent listening and project management skills.*

– Staffing Firm

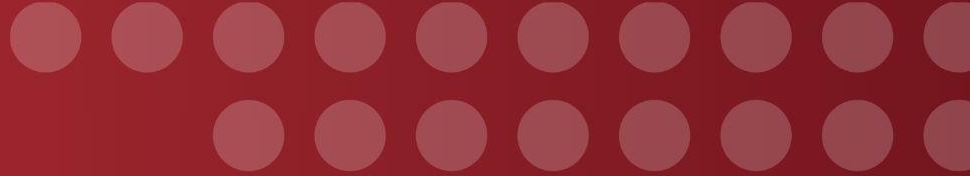
*Lead Love has been a key partner in scaling outbound efforts. New workflows and customized email templates have streamlined the process, and they're now working to leverage more of HubSpot's features. The team is collaborative, knowledgeable, and quick to respond.*

– Investment Management Firm

*Their proactivity is remarkable.*

*The workflow is seamless with quick turnarounds. The team is innovative, technical, and intuitive. Their professionalism set them up well for an ongoing collaboration.*

– Educational Institution

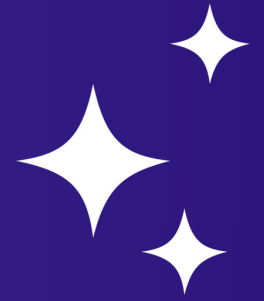


# Key Objectives

- 1** Strengthen data accuracy + reliability
- 2** Make processes manageable and visible
- 3** Optimize feature usage for improved lead capture and conversion metrics

# From Chaos to Clarity

## CRM Re-Architecture



*They've given us new ideas and best practices we would never have come up with on our own.*

*Lead Love has provided valuable insight, and their data cleanup has improved the client's efficiency. The team generates good ideas and excels at follow-up. They're timely, on budget, and communicate well via email and Zoom. Their availability and breadth of experience are outstanding.*

*– Financial Services Association*

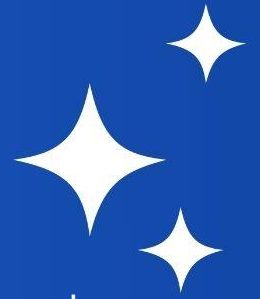
First thing: resolve critical issues - fast.

Architect a customized, scalable database structure.

Work in monthly sprints to make incremental changes toward the CRM dream-state.

Support adoption, data governance, and on-demand needs as the team grows in to the new capabilities.

# Why Lead Love?



*We're impressed with Lead Love's expertise across HubSpot.*

*Lead Love's work has streamlined the client's business processes within the platform. Reliable and collaborative, they lead weekly meetings to touch base and provide updates. They leverage their HubSpot expertise into valuable guidance that helps the client use the platform to its fullest potential.*

*- SaaS Company*

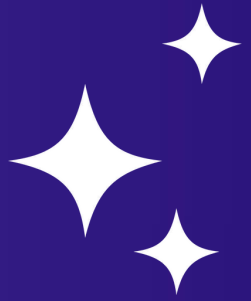
Before the start of each month, as sprint is designed toward meeting quarterly business objectives, ensures consistent, reliable productivity.

Outside of the sprints, we provide on-demand support to keep day-to-day operations seamless.

Lead Love provides stellar documentation that's updated each month.

We take time to get to know everyone so we can effectively encourage user input, enthusiasm, and adoption.

# Let's Create a Strong Foundation for Your Success



## New HubSpot Implementation

*Lead Love delivered more than what they promised; we had a great experience with them.*

*Lead Love exceeded the client's expectations and delivered a well-functioning CRM system that the entire company is now using. The team was very responsive and helpful, and they delivered within a reasonable timeline and cost. Moreover, they were knowledgeable, talented, and flexible.*

*- Vehicle Electronic Modules Rebuilder*

First, let's visualize the CRM dream-state. Buy-in is a breeze with easy-to-digest documentation.

Next, Lead Love gets to building. And supports on-demand to take care of as much of the heavy lifting as possible.

To make day one smooth, hands-on user training is completed in advance.

After the team is working in HubSpot, we keep the momentum rolling. Advanced features are introduced according to schedule, and user feedback is incorporated for enhancements.



# Why Lead Love?

*Lead Love have been our HubSpot support team for years. They onboarded us onto the platform and trained our marketing and operations teams. They build out anything our teams ask for, from reporting requests to system integrations. They have amazing response time for any troubleshooting or questions. They also can handle multiple requests from different team members of our company simultaneously and produce quality work with very quick turnaround time. Grace and Ana are an absolute joy to work with and we are so glad we partner with them.*

*- Consulting/Advisory Firm*

We tailor each implementation according to the client's unique objectives, users, and integrated tech stack.

We plan strategically across marketing, sales, and customer success operations. Cross-team process efficiencies, shared reporting frameworks, and automated hand-offs create shared understanding - **to ultimately improve collaboration and performance.**

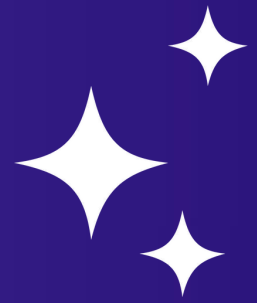
We encourage user input and enthusiasm, then follow through with tailored training and support

We scale with you through quarterly business reviews and flexible support model.



# Make it flawless (and fast)

## Migration to HubSpot



*We had over-complicated workflows and custom objects and when our company was sold (again) we had to decide to migrate to a new Salesforce or HubSpot. We liked HubSpot better but the thought of migrating to a new CRM was overwhelming. Thank goodness we found Lead Love through a recommendation. We worked on the transition, and they worked on the CRM migration. In the end we had all our data, and it took much less time that if we had tried to migrate over ourselves.. they exceeded our expectations. They made me look like the hero!*

*– Solar Energy Corporation*

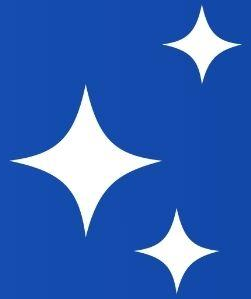
Approve the migration roadmap; beyond one-to-one translation, we'll include opportunities for optimization, added reporting capabilities, and more.

Rely on us to complete detailed data migration quality checks for accuracy and integrity.

Launch confidently with hands-on user training completed prior to launch.

Count on Lead Love for fast support and continued enhancements post-launch.

# Why Lead Love?



*Lead Love is the perfect team to help with your HubSpot creation and migration.. They are incredible to work with, made it easy and simple to make the transition and trained us along the way on all features to make sure we were utilizing everything we might need. They migrated our database, set up deal flows, service tickets, conversation inboxes, sequencing, and reporting. They are a great team and if you are looking to make the switch to HubSpot they are the team to work with...I couldn't believe how quick we were able to move over to the new system! Thanks Lead Love for making this so easy for us!!!*

*- Advertising Services*

We've got a knack for **translation** between Salesforce and HubSpot lingo.

We use our deep platform knowledge to **predict roadblocks, and design plans that steer you safely away from platform limitations.**

**Data is one of the most valuable assets a company can have. We handle it with care, and meticulous attention to detail.**

We solicit user input during planning, encourage your team's HubSpot enthusiasm, and then make the transition **painless** with engaging training and post-launch support.

# Monthly Suite of Services

Each engagement is customized to deliver the most effective mix of:



Sprint-based implementation work (monthly planning + retro cadence)



# hours per month for: on-demand support, user training, or other misc. needs



Leadership dashboard development + maintenance



Proactive monitoring for automation and integrations



Maintain up-to-date system documentation

# The Integrated RevOps Tech Stack

*ticketmaster*<sup>®</sup>



 **intuit quickbooks.**

 **PandaDoc**

**stripe**

 **aircall**

**RingCentral**

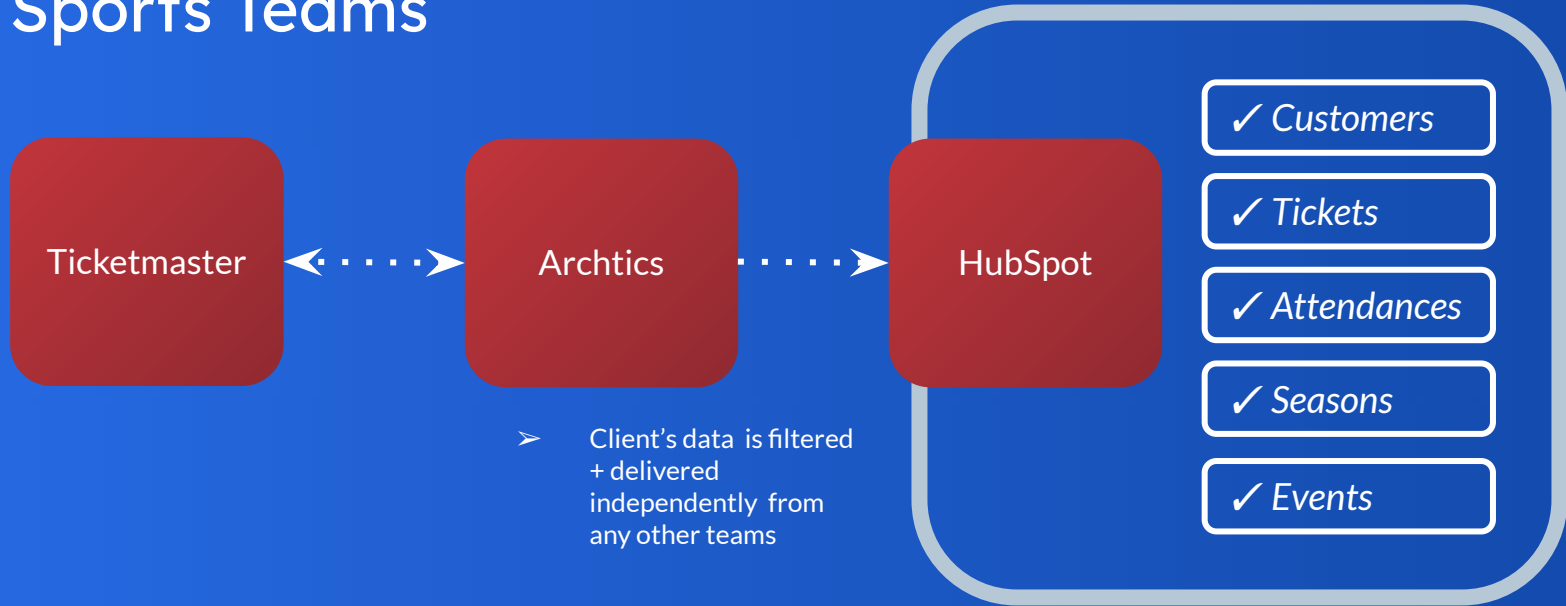
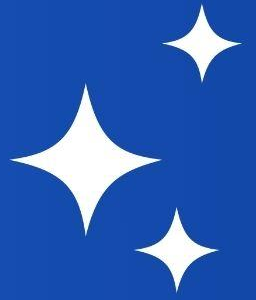
 **dialpad**

**zapier\***

 **zoominfo**

**Apollo.io**

# How it Works: Seamless Ticketmaster to HubSpot Integration for Sports Teams



# Why Lead Love?

A seamless integration from Ticketmaster/Archtics to HubSpot



## Easy Integration

Quick setup; just 2 weeks from kick-off to launch



## Segmentation Capabilities

Includes segmenting by amount spent, games attended, ticket types, etc.



## Data Analytics

Revenue attribution, ticket sales visualizations, attendance tracking, and more



## Sales and Marketing Efficiency

Centralized data for reps, better upsell opportunities



## Subscription Model

Proactive updates and maintenance, plus access to future feature releases

# We're ready to help you grow

*Would you like to meet?*



**BOOK NOW**

*hello@LeadLove.net*  
*(312) 620-1154*

