

What is "More Than Rewards Live Leads?"

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More Than Rewards is excited to announce that our HyperDrive Pro CRM now syncs with Harley-Davidson's Lead App! As a certified Harley-Davidson vendor, this is a project we have been working on for a while, and as of Tuesday, Sept 24, 2019 it will finally be active and available for you to use!

What's a "More Than Rewards Live Lead" lead type?

missing
CHESTER SPRINGS, PA 19425-9519 [Map](#)

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Deal - Value: **\$15,849.00**
Trade or Buy: **BUY**
Deal - VIN: **1HD1YNJ29KB022434**
Deal - Model: **LOW RIDER**
Deal - Color: **VIVID BLACK**
Deal - New or Used: **USED**

Deal Stage
4 - Presentation
Deal Owner
Deal Status
HOT

Lead Type: **More Than Rewards Live Leads**

Deal - Stock Number: **022434**
Deal - Make: **HARLEY-DAVIDSON**
Deal - Year: **2019**
Deal - Odometer: **missing**

You will find leads coming through labeled as "More Than Rewards Live Leads". These are leads that have been automatically pulled over into our HyperDrive CRM Pro from [Harley-Davidson approved vendors](#) using our Live Lead system.

What's different?

- Leads submitted through the Harley-Davidson Lead App will create a new (or update an existing) contact record in HyperDrive CRM Pro
- More Lead Stages will be available in HyperDrive CRM Pro to match Harley-Davidson's sales process
- Harley-Davidson will receive notifications for the following:
 - New leads
 - When a Lead Status changes
 - Email communications made through the CRM
 - Text communication made through the CRM
 - Auto-Drip email campaigns start
 - First and Last name of the salesperson involved

What do I need to do?

Nothing! More Than Rewards will update your HyperDrive CRM Pro system for you so you and your sales staff can continue managing your sales leads as you always have.

If you haven't already, you can easily setup the H-D Lead App to integrate with your HyperDrive CRM Pro account by following [these steps](#).

How does it work?

Each lead that comes through the Harley-Davidson Lead App will go through the following steps:

1. The H-D Lead App looks up the lead based on your Dealership's name.
 2. It looks up the contact record in your dealership's CRM.
 - If the contact record exists, it will *UPDATE* the record with the new contact information.
 - If no matching contact record is found, it will create a new record.
 3. The new/updated contact record will automatically be set to the "New Lead" deal stage.
 4. When a new record is "saved", a copy of the change is sent to Harley-Davidson.
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