## Creating a Custom "Sub-Status" in VinSolutions:

Step 1: Go to settings and click ILM/CRM Settings:

CRM	Inventory	Desking	Campaigns	Websites	VinLens	Reports	Settings	
Dealer Se	ttings 👻 My Se	ttings User:	s 👻 ILM/CRM Set	tings 🝷 Billing	*			

## Step 2: Click "Custom Lead Status"



Step 3: Create your custom status. Most common status's I see are "Contacted" or "Contacted Customer" or "Appointment Set". Make sure both boxes are checked.  $\rightarrow$  This custom status will trigger the ai to skip to the follow up.



Then, in the lead profile, you will see the custom status in the Status drop down. This is separate from your Process.

Sales His	story Wish List Value					
Status	<u>B</u> uyer/ <u>C</u> o-Buyer Created Source Vehicle					
Active	9/28/15 Dealers WebSite					
Hot Ca	II Email Appt. Note Lost Bad Sold Visit Letter SMS					
Status: Status Not Set 🔹						
Drocess:	Status Not Set					
F100033.	Custom Lead Status					
	Contacted Customer					
Lead In	30 Days Out					
S	Equity Connect					
Sales	Hot					
BD A	Contacted still needs follow-up	fInterect				
Man	Configure Status List	Intelest				