

# Sola Salon Studios - Overview of Utilizing Sequences

Sequences are a powerful way to automate personalized outreach, ensuring no lead slips through the cracks. They help you stay consistent, save time, and keep follow-ups on track, freeing you up to focus on building relationships and moving deals forward.

This guide will walk you through:

- How to Create a Sequence
- How to Enroll Contacts into a Sequence
- How to Check on Sequence performance

63 Steps    [View most recent version](#) 

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Created by	Creation Date	Last Updated
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# # Accessing the Sequences Page

4 Steps

## STEP 1

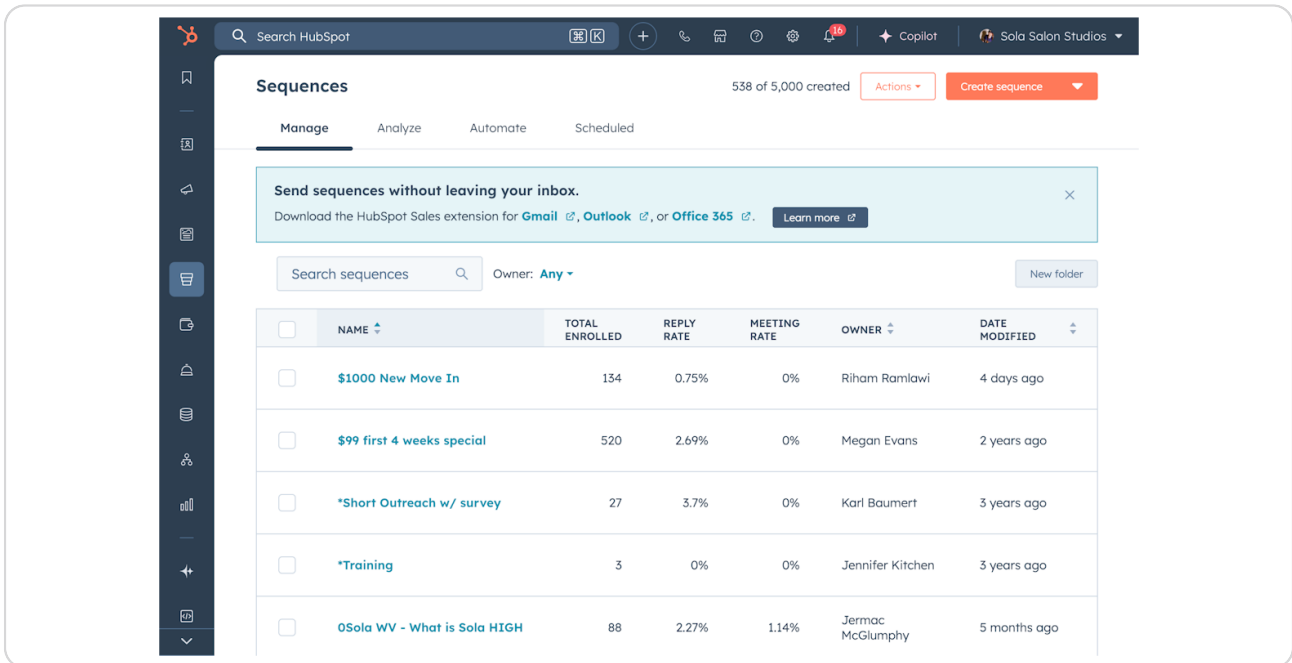
### Go to the Sales section of the Navigation and Click on Sequences

The screenshot shows the LIFT Sequences page. On the left, a dark navigation sidebar is open, displaying a list of options under the 'Sales' header. The 'Sequences' option is highlighted with a yellow box. The main content area shows the 'Sequences' page with tabs for 'Manage', 'Analyze', 'Automate', and 'Scheduled'. A banner at the top states 'Send sequences without leaving your inbox.' Below this is a search bar and a table of sequences. The table has columns for 'TOTAL ENROLLED', 'REPLY RATE', 'MEETING RATE', 'OWNER', and 'DATE MODIFIED'. The 'Sequences' page shows 538 of 5,000 created sequences.

	TOTAL ENROLLED	REPLY RATE	MEETING RATE	OWNER	DATE MODIFIED
Move In	134	0.75%	0%	Riham Ramlawi	4 days ago
weeks special	520	2.69%	0%	Megan Evans	2 years ago
reach w/ survey	27	3.7%	0%	Karl Baumert	3 years ago
	3	0%	0%	Jennifer Kitchen	3 years ago
What is Sola HIGH	88	2.27%	1.14%	Jermac McGlumphy	5 months ago

## STEP 2

You'll be taken into the Sequences page

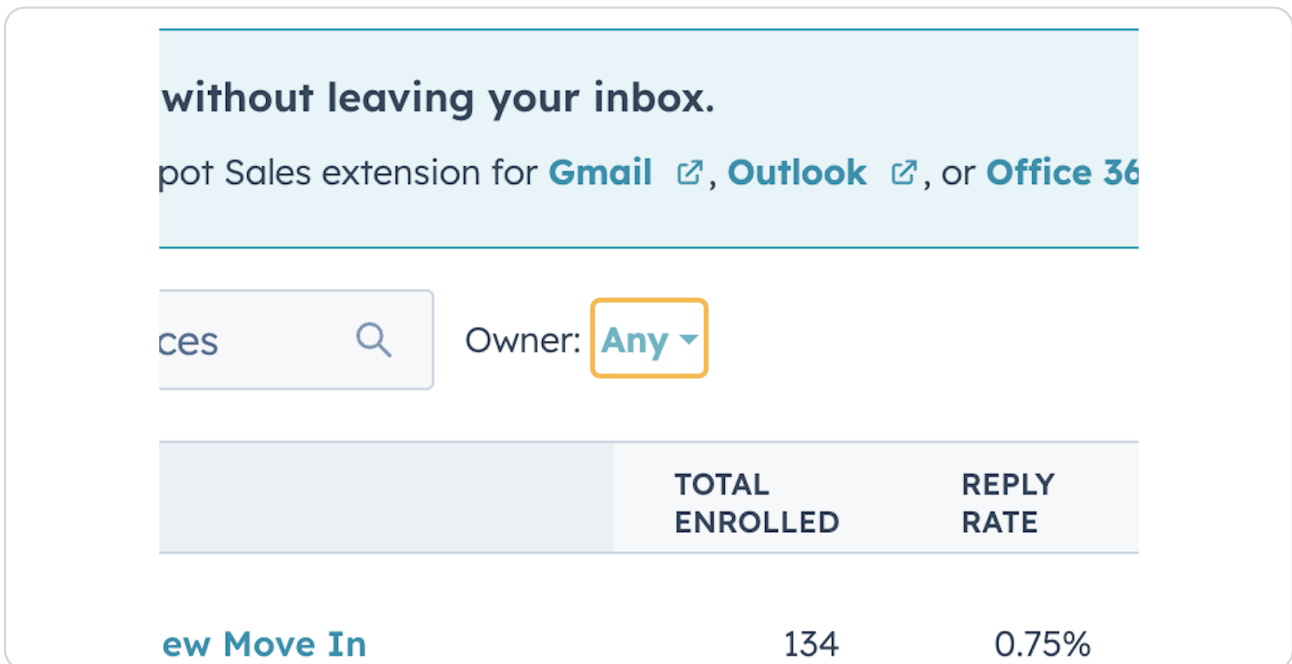


The screenshot shows the HubSpot Sequences page. At the top, there's a search bar and a notification banner about downloading the HubSpot Sales extension. Below the banner is a search bar for sequences and a dropdown for the owner, currently set to 'Any'. A table lists several sequences with their respective metrics.

	NAME	TOTAL ENROLLED	REPLY RATE	MEETING RATE	OWNER	DATE MODIFIED
<input type="checkbox"/>	\$1000 New Move In	134	0.75%	0%	Riham Ramlawi	4 days ago
<input type="checkbox"/>	\$99 first 4 weeks special	520	2.69%	0%	Megan Evans	2 years ago
<input type="checkbox"/>	*Short Outreach w/ survey	27	3.7%	0%	Karl Baumert	3 years ago
<input type="checkbox"/>	*Training	3	0%	0%	Jennifer Kitchen	3 years ago
<input type="checkbox"/>	OSola WV - What is Sola HIGH	88	2.27%	1.14%	Jermac McGlumphy	5 months ago

## STEP 3

To easily find the Sequences you've built, Click on the Owner dropdown

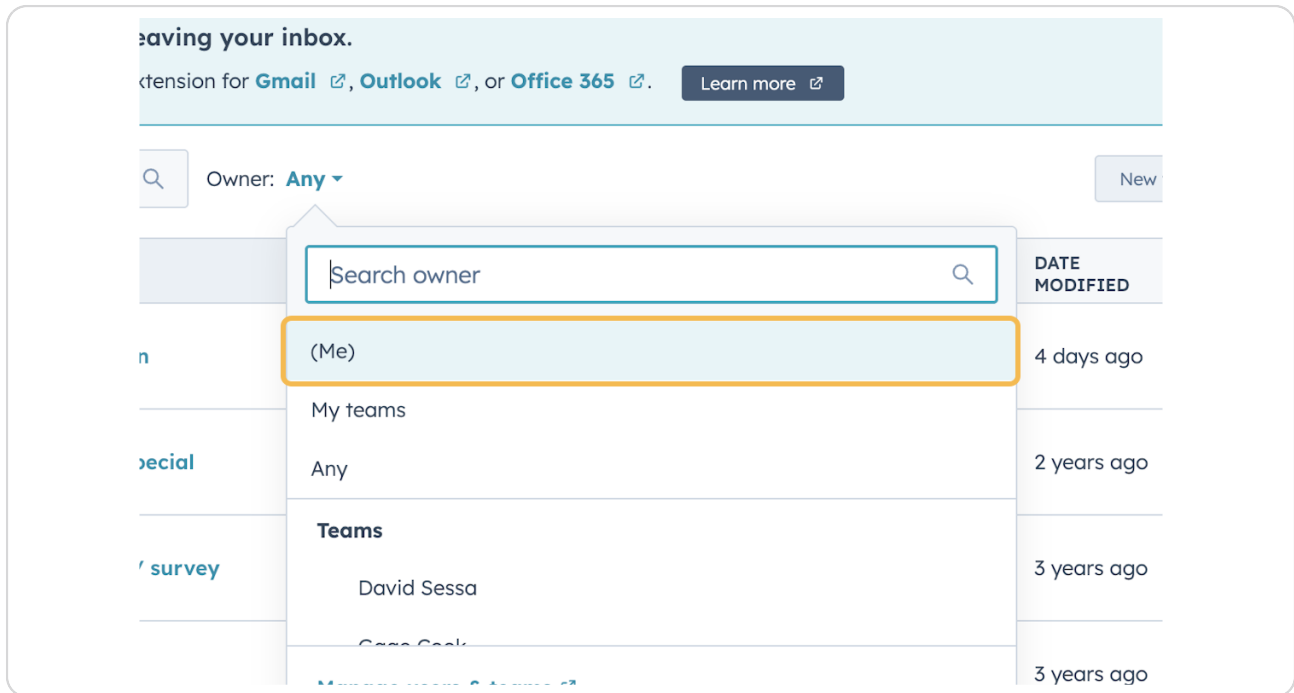


This close-up highlights the 'Owner' dropdown menu, which is currently set to 'Any'. Below it, the first row of the sequence table is visible, showing the sequence 'ew Move In' with 134 total enrolled and a 0.75% reply rate.

	TOTAL ENROLLED	REPLY RATE
ew Move In	134	0.75%

## STEP 4

### Click on (Me)

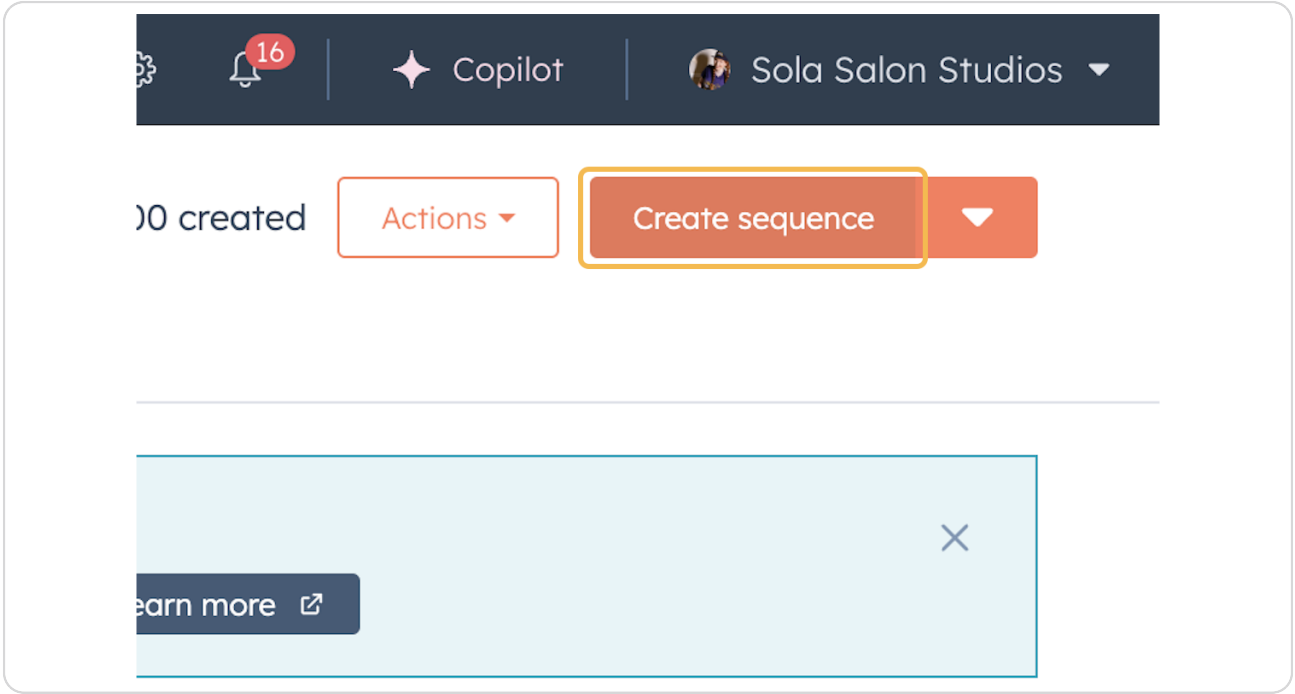


## # Creating a Sequence

31 Steps

STEP 5


Click on Create sequence



## STEP 6


### Click on Start from scratch

Note: There are other options you can choose from. Starting from scratch give you the flexibility to add the steps you want rather than having to delete steps you don't need.



#### Create a dynamic sequence

HubSpot's recommended outreach strategy.



#### Start from scratch

Start with a blank sequence and add your own emails and tasks.

#### Start with a pre-made sequence


##### Recent Conversion

A prospect has downloaded content from your

Nurture your leads with personalized manual tasks when a lead shows interest in working your warm leads while letting

- **Improve efficiency** by automating on cold leads and more time
- **Never miss engaged leads** by identifying the best next steps.
- **Book more meetings** with tasks across multiple channels.

Leads will receive automated steps until they engage

 Automated Email

STEP 7

Click on Create sequence

Create sequence

DAYS TO COMPLETE

1

AUTOMATION

0%

UNENROLL CRITERIA

## STEP 8

### Give your Sequence a name

Note: Naming conventions are important to have so you can easily find your Sequence and know off the bat what that Sequence is about.

The screenshot shows a user interface for naming a sequence. At the top, a dark blue header bar contains the text "Test Sequence" in white, with a yellow border around the text. Below the header, there are three tabs: "Steps", "Settings", and "Automate". The "Steps" tab is selected, indicated by a dark blue underline. Below the tabs, there is a light gray bar. At the bottom, there are two columns of information: "DAYS TO COMPLETE" with the value "2" and "AUTOMATION" with the value "50%".

	DAYS TO COMPLETE	AUTOMATION
	2	50%

## STEP 9

### Now you can start to edit your Sequence

There are a few different steps you can utilize. Note that you will not need to worry about the InMail task or Connection request task. Focus on the top 4 options.

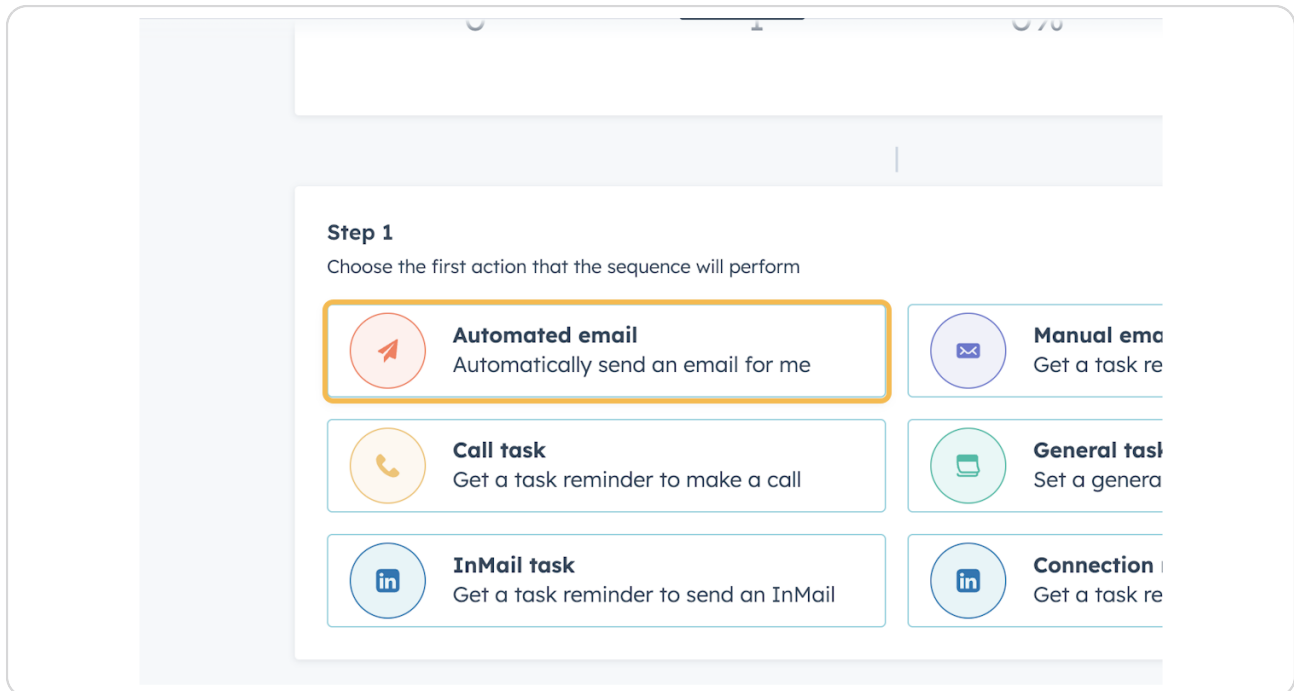
The screenshot shows the 'New Sequence' interface. At the top, there is a dark blue header bar with a '< Back' button, the title 'New Sequence' with an edit icon, and the text 'Owner: Hannah Munoz' next to a 'Save' button. Below the header, there are three tabs: 'Steps' (active), 'Settings', and 'Automate'. The main content area is light gray and contains a large white box with an orange border. Inside this box, it says 'Step 1' and 'Choose the first action that the sequence will perform'. Below this text are six task options arranged in a 3x2 grid, each with a circular icon and a description:

- Automated email**: Automatically send an email for me (Icon: red circle with a white arrow)
- Manual email task**: Get a task reminder to send an email (Icon: purple circle with a white envelope)
- Call task**: Get a task reminder to make a call (Icon: orange circle with a white phone handset)
- General task**: Set a general task reminder (Icon: green circle with a white calendar icon)
- InMail task**: Get a task reminder to send an InMail (Icon: blue circle with a white 'in' logo)
- Connection request task**: Get a task reminder to send a request (Icon: blue circle with a white 'in' logo)

Below the grid of tasks, there is a downward arrow pointing to a 'Completed' button.

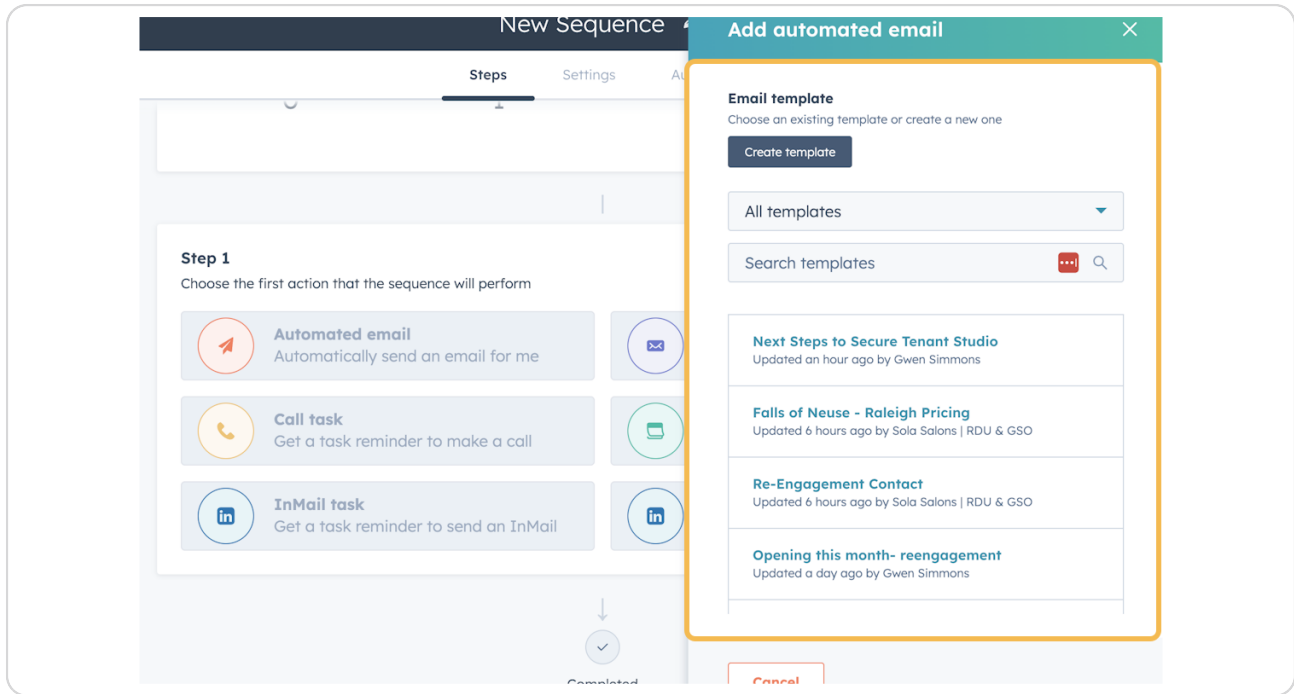
## STEP 10

To show a few examples, Click on Automated email



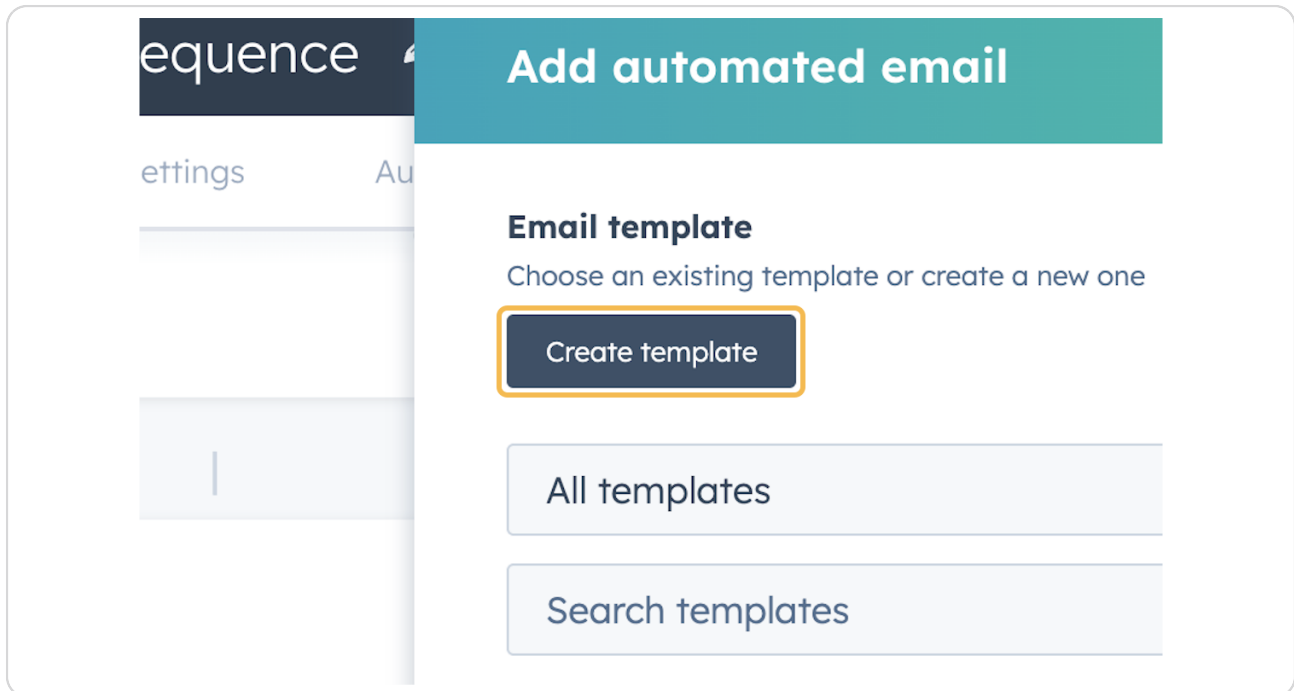
## STEP 11

You will need to use an email template for this step. You can either search for an email template already created or create a new one.



## STEP 12

Click on Create template



## STEP 13

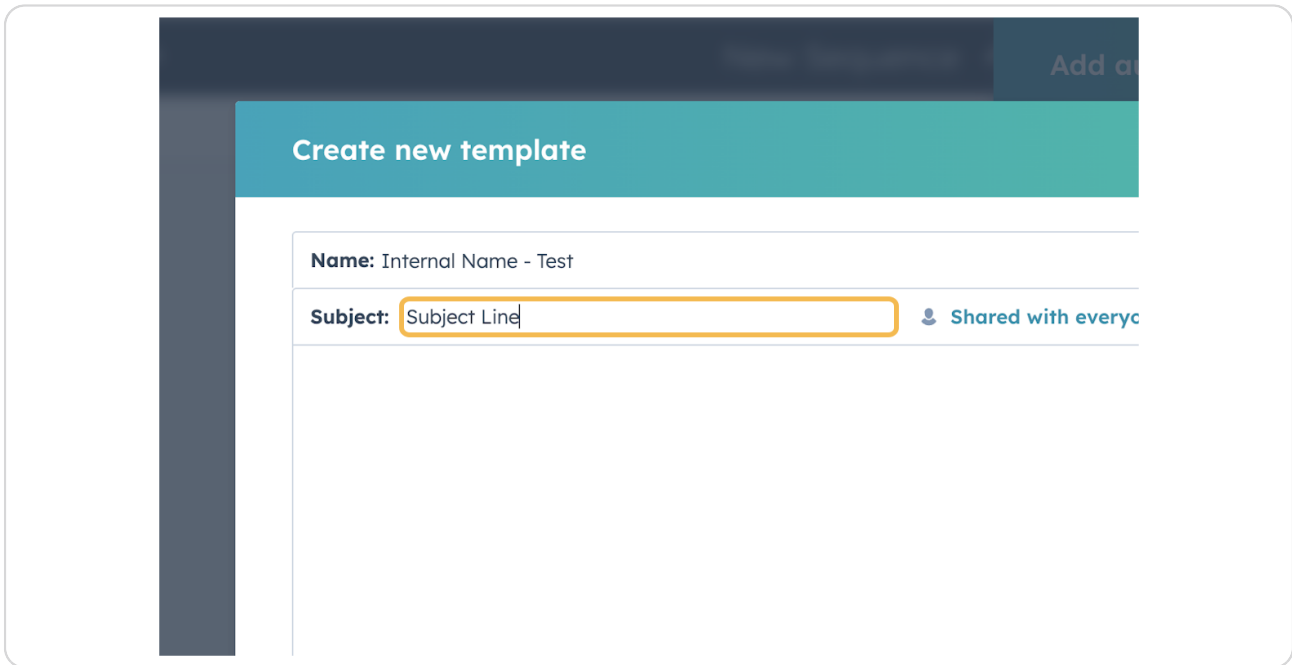
### Give your email template a Name

Note: This is an internal name. You will want a naming convention for any of your email templates.

The screenshot shows the 'Create new template' interface. At the top, there's a dark blue header with 'Add automated email' on the right. Below this is a teal bar with 'Create new template'. The main form has a 'Name' field with the text 'Internal Name - Test' (highlighted with an orange border) and an 'Owner' field with 'Hannah Munoz'. Below the name field is a 'Subject:' label and a large text area for the email content. At the bottom, there's a rich text editor toolbar with options like Bold, Italic, Underline, and a 'Generate with AI' button.

## STEP 14

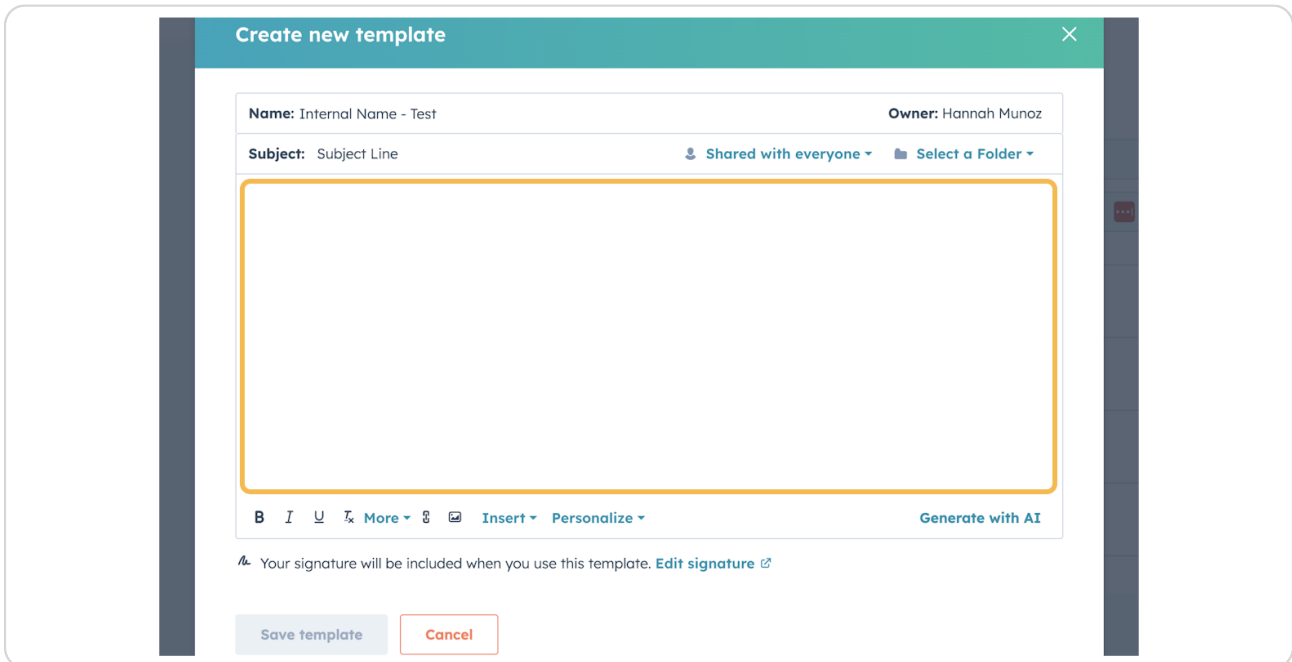
### Include a Subject line



The screenshot shows a 'Create new template' dialog box. The 'Name' field is labeled 'Internal Name - Test'. The 'Subject' field is highlighted with an orange border and contains the text 'Subject Line'. To the right of the 'Subject' field, there is a share icon and the text 'Shared with everyone'. The dialog box has a teal header bar with the title 'Create new template' and a dark grey sidebar on the left.

## STEP 15

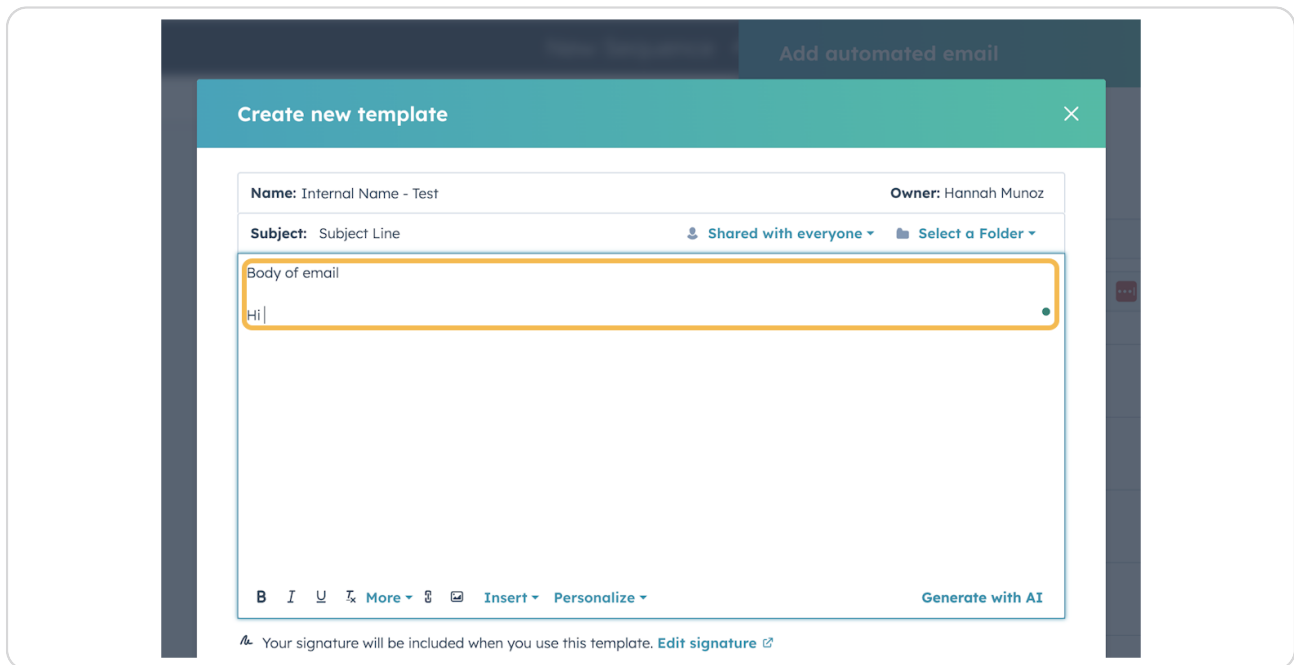
### Include the body text of the email



The screenshot shows the 'Create new template' dialog box with the body text area highlighted by an orange border. The 'Name' field is 'Internal Name - Test' and the 'Owner' is 'Hannah Munoz'. The 'Subject' field contains 'Subject Line'. To the right of the 'Subject' field, there are two dropdown menus: 'Shared with everyone' and 'Select a Folder'. Below the body text area, there is a rich text editor toolbar with buttons for Bold (B), Italic (I), Underline (U), Text Color (T), More (More), Link (G), Image (I), Insert (Insert), and Personalize (Personalize). A 'Generate with AI' button is located to the right of the toolbar. Below the toolbar, there is a note: 'Your signature will be included when you use this template. [Edit signature](#)'. At the bottom of the dialog box, there are two buttons: 'Save template' and 'Cancel'.

## STEP 16

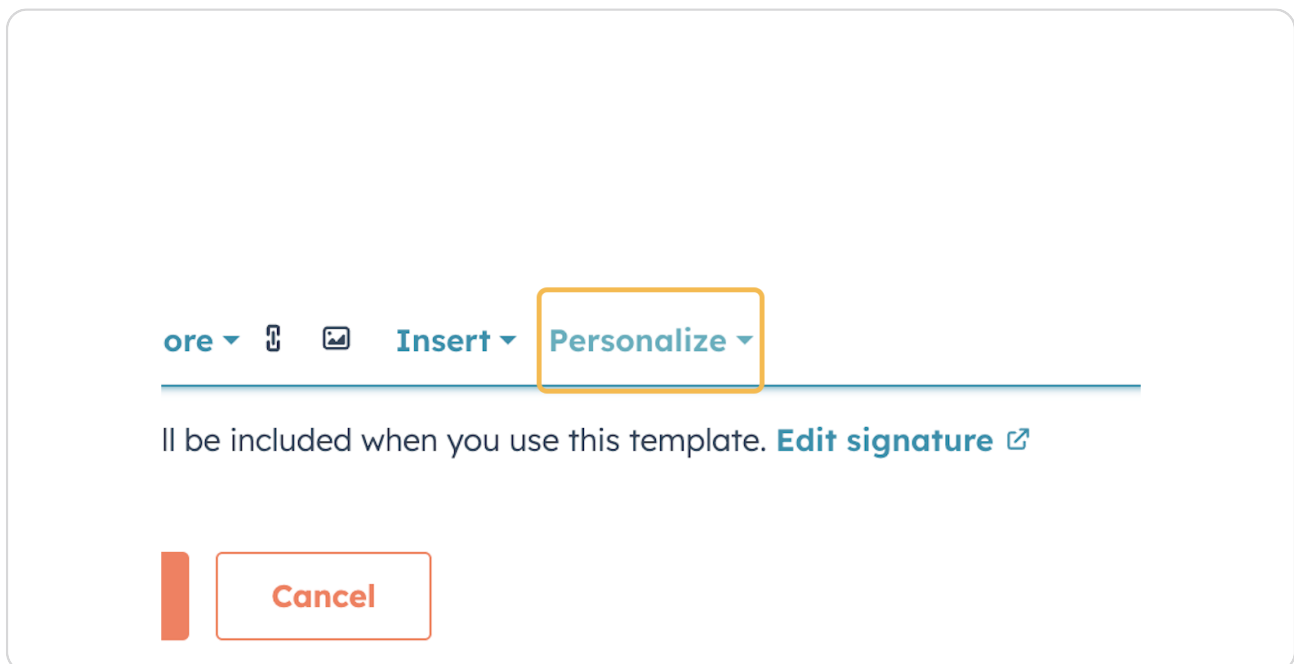
To personalize the email, you can use personalization tokens



The screenshot shows a 'Create new template' dialog box. At the top, there's a teal header with the title 'Create new template' and a close button (X). Below the header, the form is divided into sections. The first section contains 'Name: Internal Name - Test' and 'Owner: Hannah Munoz'. The second section contains 'Subject: Subject Line', a 'Shared with everyone' status indicator, and a 'Select a Folder' dropdown. The third section is the 'Body of email' text area, which contains the text 'Hi'. Below the text area is a rich text toolbar with icons for bold (B), italic (I), underline (U), link (T), and a 'More' dropdown, followed by 'Insert' and 'Personalize' dropdowns. A 'Generate with AI' button is located at the bottom right of the text area. At the very bottom of the dialog, there is a note: 'Your signature will be included when you use this template. [Edit signature](#)'.

## STEP 17

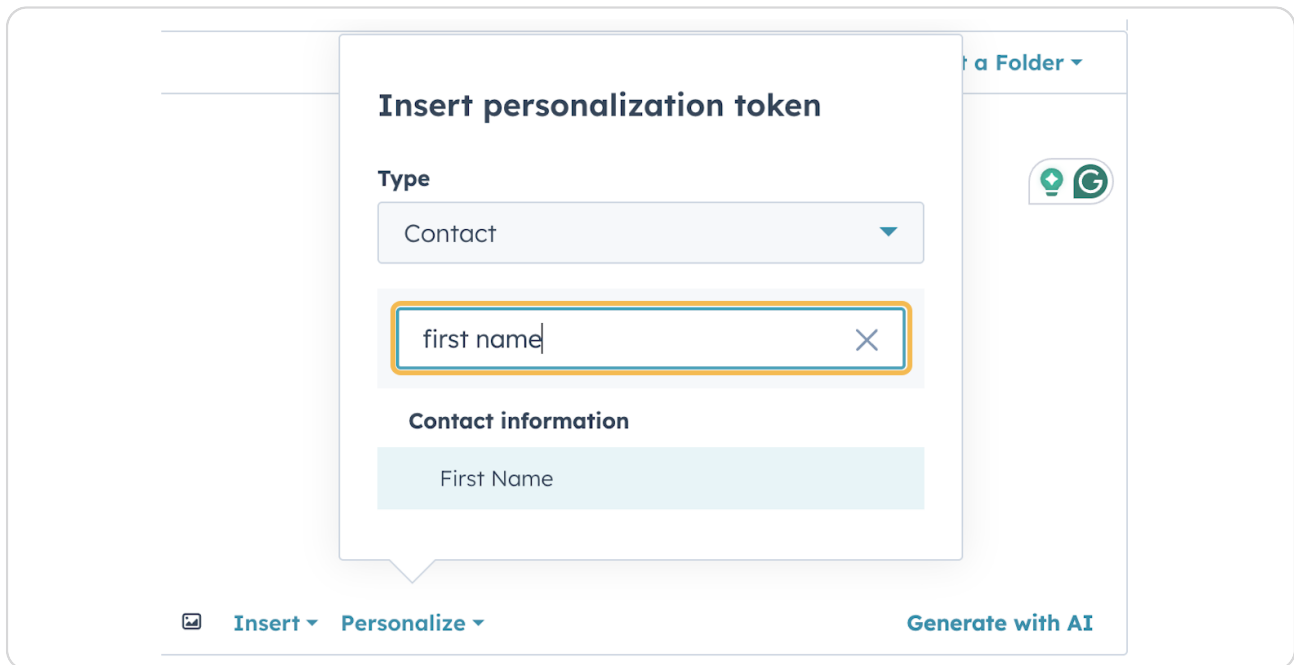
Click on Personalize



This is a close-up view of the 'Personalize' button from the previous screenshot. The button is a teal rectangle with the text 'Personalize' and a small downward arrow. It is highlighted with an orange border. To its left are the 'Insert' button and a link icon. Below the buttons is a horizontal line. Under the line, the text reads: 'Your signature will be included when you use this template. [Edit signature](#)'. At the bottom left, there is an orange vertical bar and a 'Cancel' button with an orange border.

## STEP 18

### Search for the token you want to insert



**Insert personalization token**

Type

Contact

first name

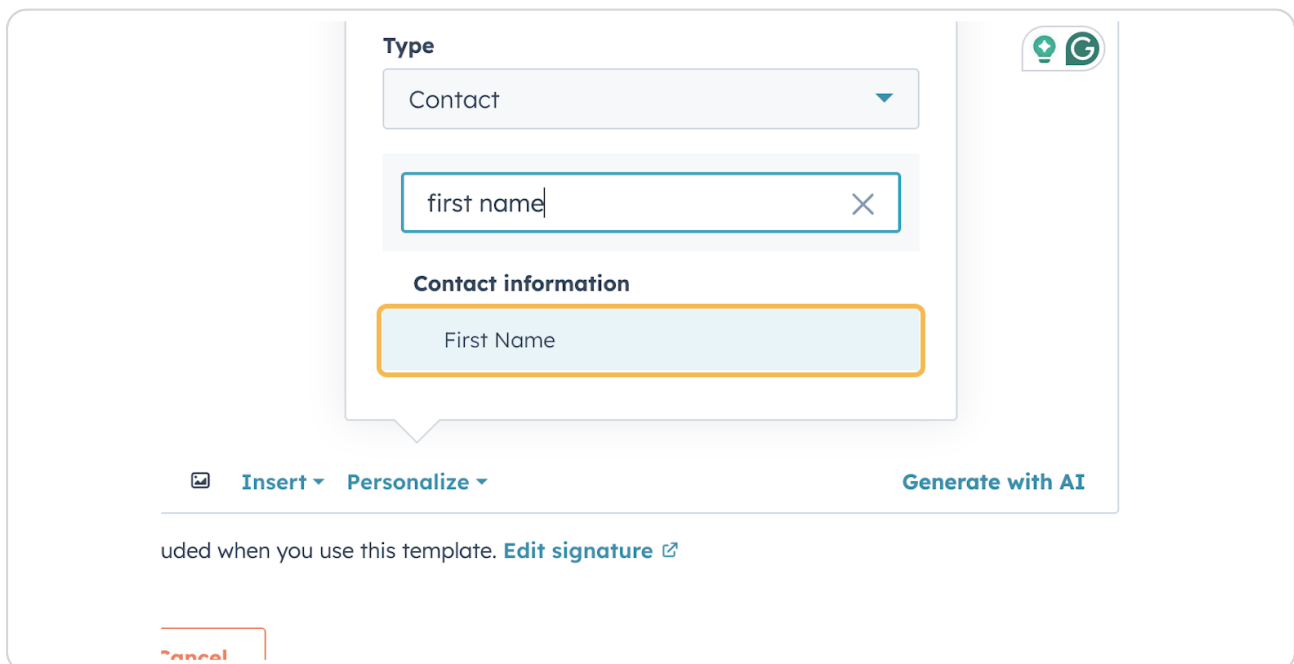
**Contact information**

First Name

Insert Personalize Generate with AI

## STEP 19

### Click on First Name



**Insert personalization token**

Type

Contact

first name

**Contact information**

First Name

Insert Personalize Generate with AI

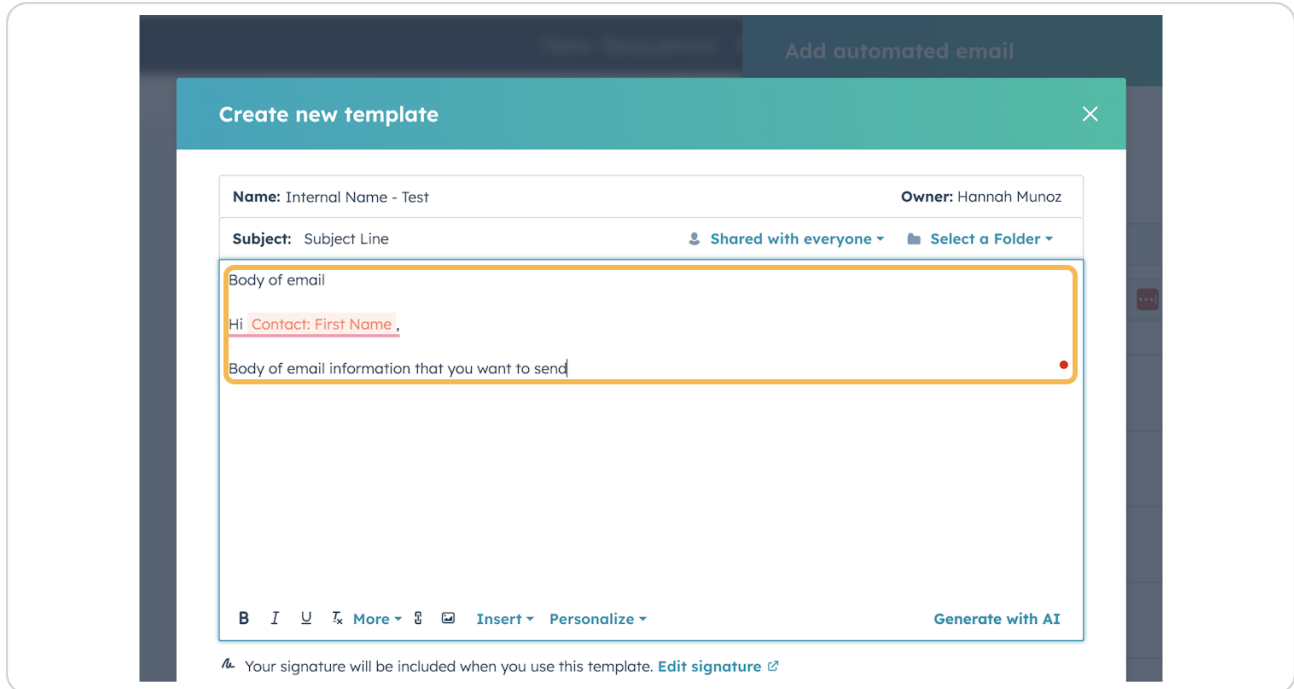
uded when you use this template. [Edit signature](#)

Cancel

## STEP 20

**This token will be included in the email. Continue on and finish the body of the email**

Note: Tokens will pull in information from the Contact record. Tokens are great to help personalize the email more rather than the email being standard across the board.

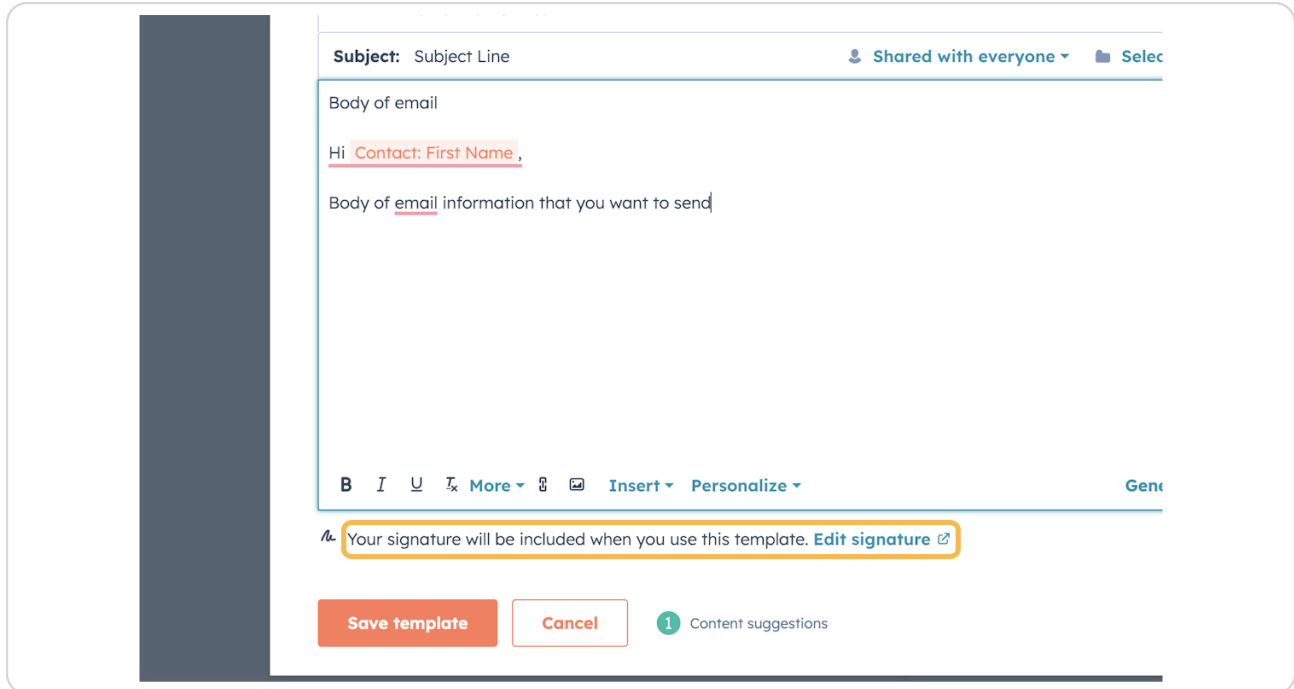


The screenshot shows a 'Create new template' dialog box. At the top, there's a teal header with the title 'Create new template' and a close button. Below the header, the form is divided into sections. The first section contains 'Name: Internal Name - Test' and 'Owner: Hannah Munoz'. The second section contains 'Subject: Subject Line', a 'Shared with everyone' status indicator, and a 'Select a Folder' dropdown. The main body of the form is a large text area labeled 'Body of email'. It contains the text 'Hi Contact: First Name,  
Body of email information that you want to send'. Below the text area is a rich text editor toolbar with buttons for Bold (B), Italic (I), Underline (U), Text Color (T), More options (More), Link (link icon), Image (image icon), Insert (Insert), and Personalize (Personalize). A 'Generate with AI' button is located at the bottom right of the text area. At the very bottom of the dialog, there is a note: 'Your signature will be included when you use this template. [Edit signature](#)'.

## STEP 21

**Make sure you have updated your email signature. This will be included at the end of the email**

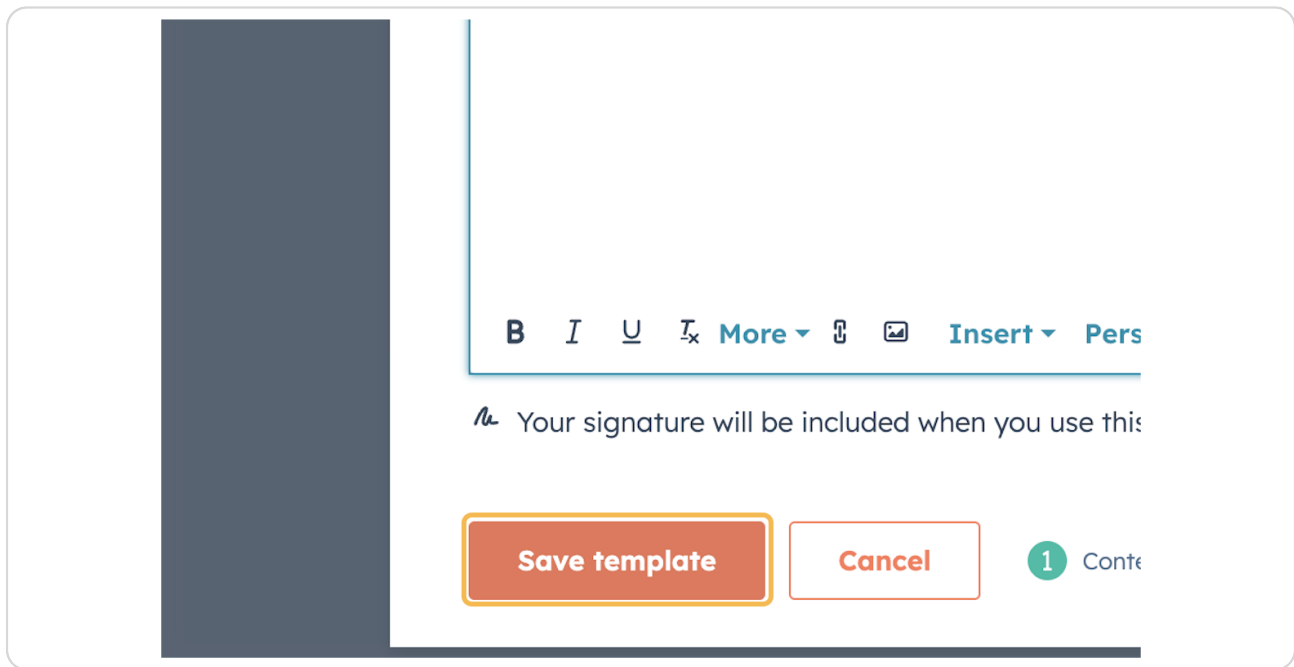
Note: Your email signature should include the following: Name Title Phone Number Anything else you want to include you can!



The screenshot shows an email template editor interface. On the left is a dark grey sidebar. The main editing area has a header with 'Subject: Subject Line' and 'Shared with everyone' with a dropdown arrow and a 'Select' button. Below the header is the 'Body of email' section, which contains the text 'Hi Contact: First Name,' and 'Body of email information that you want to send'. At the bottom of the editor is a rich text toolbar with buttons for Bold (B), Italic (I), Underline (U), Text Color (T), a 'More' dropdown, a link icon, an 'Insert' dropdown, a 'Personalize' dropdown, and a 'Generate' button. Below the toolbar is a signature line that says 'Your signature will be included when you use this template. [Edit signature](#)'. At the bottom of the interface are two buttons: 'Save template' and 'Cancel', followed by a 'Content suggestions' indicator with a green circle and a downward arrow.

## STEP 22

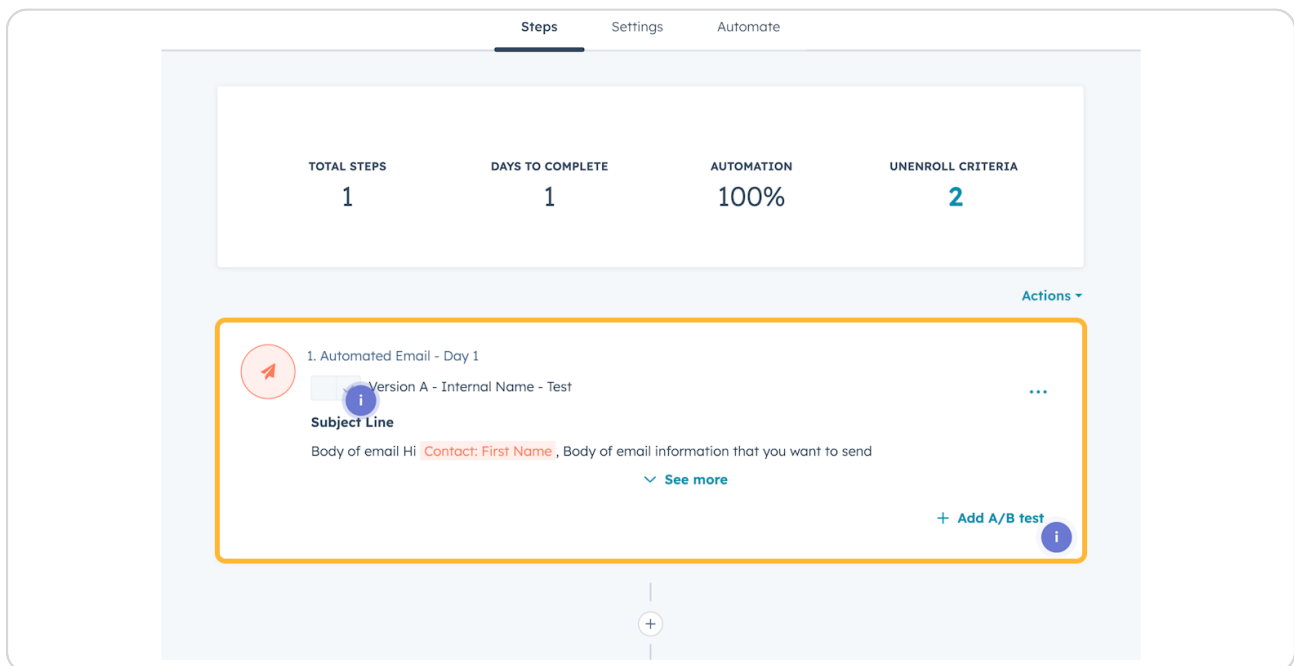
### Click on Save template



The screenshot shows an email editor interface. On the left is a dark grey sidebar. The main area has a text input field with a blue border. Below the input field is a rich text toolbar with buttons for Bold (B), Italic (I), Underline (U), Strikethrough (T<sub>x</sub>), a 'More' dropdown, a link icon, an image icon, an 'Insert' dropdown, and a 'Pers' button. Below the toolbar, there is a signature line with a blue squiggle icon and the text 'Your signature will be included when you use this'. At the bottom, there are two buttons: 'Save template' (highlighted with an orange border) and 'Cancel' (outlined in orange). To the right of the 'Cancel' button is a green circle with the number '1' and the text 'Conte'.

## STEP 23

### The email has been added to your Sequence



The screenshot shows the 'Steps' tab of an automation builder. At the top are three tabs: 'Steps' (selected), 'Settings', and 'Automate'. Below the tabs is a summary box with four columns: 'TOTAL STEPS' (1), 'DAYS TO COMPLETE' (1), 'AUTOMATION' (100%), and 'UNENROLL CRITERIA' (2). Below the summary box is a list of steps. The first step is '1. Automated Email - Day 1', which is highlighted with an orange border. It has a red arrow icon on the left and a blue information icon on the right. The step details show 'Version A - Internal Name - Test', 'Subject Line', and 'Body of email Hi **Contact: First Name**, Body of email information that you want to send'. There is a 'See more' link below the body text. At the bottom right of the step card is a '+ Add A/B test' button with an information icon. Below the step card is a '+' button to add a new step.

## STEP 24

To add another step, Click on Add



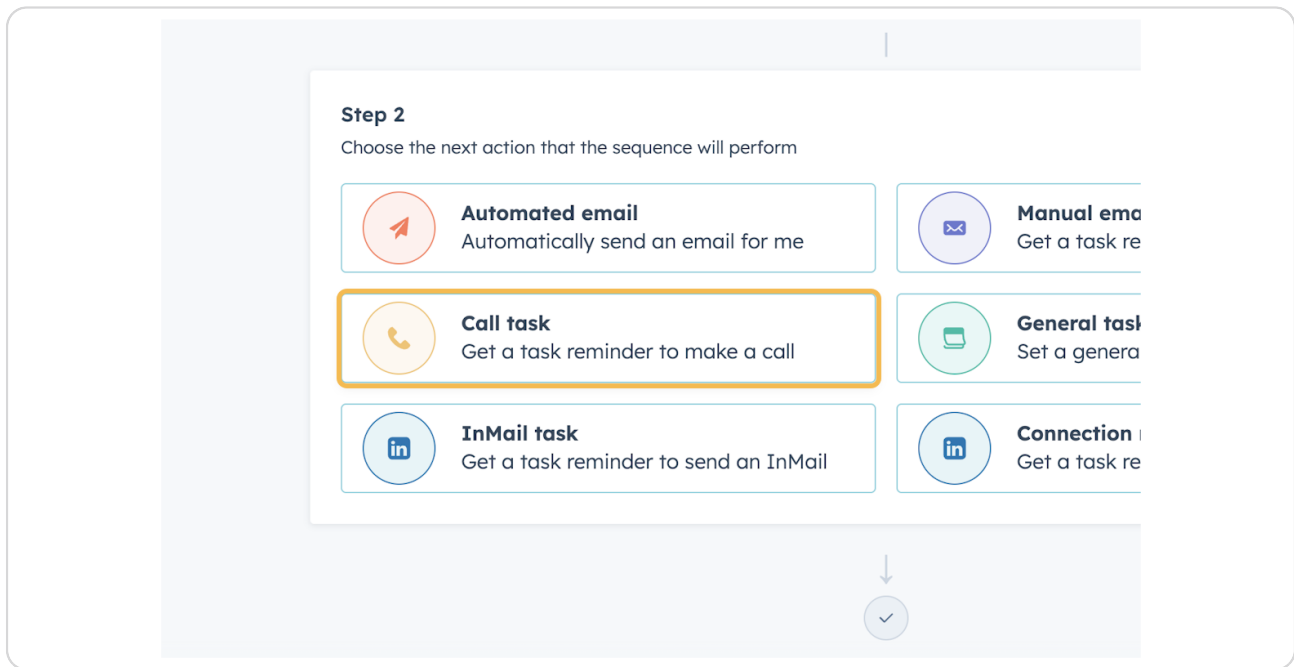
## STEP 25

Select another step

A screenshot of a software interface for creating a sequence. At the top, there are tabs for 'Steps', 'Settings', and 'Automate'. Below the tabs, there is a text field containing 'Body of email Hi Contact: First Name, Body of email information that you want to send' and a 'See more' link. To the right of the text field is a '+ Add A/B test' button with an information icon. Below this, a large orange-bordered box highlights 'Step 2'. Inside this box, there is a 'Remove step' button and a list of six task options, each with an icon and a description: 'Automated email' (arrow icon), 'Manual email task' (envelope icon), 'Call task' (phone icon), 'General task' (calendar icon), 'InMail task' (LinkedIn icon), and 'Connection request task' (LinkedIn icon). Below the orange box, there is a checkmark icon inside a circle.

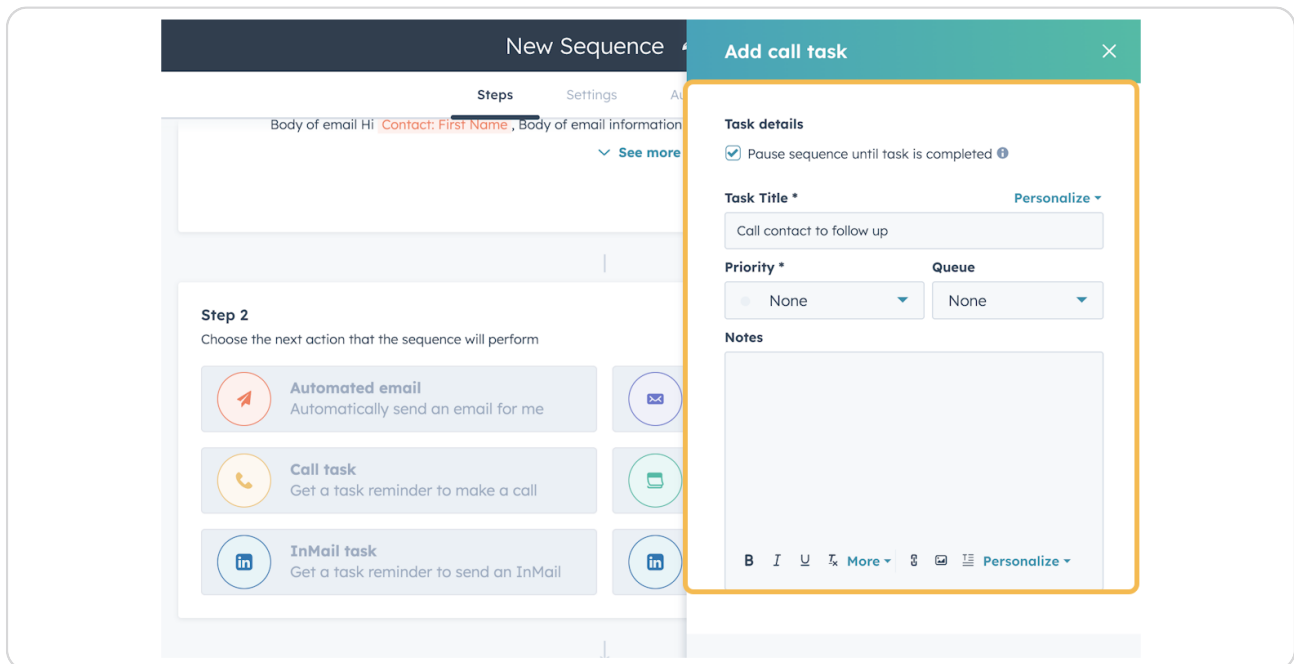
## STEP 26

### Click on the next action item



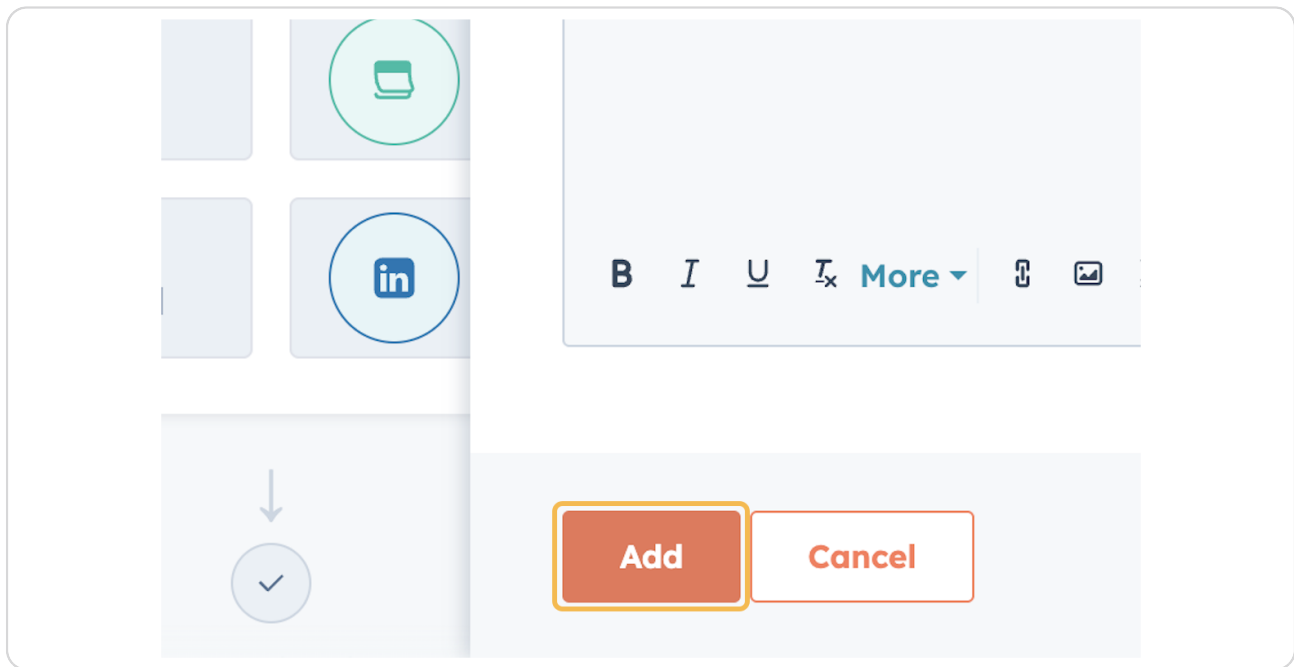
## STEP 27

### Fill out the details necessary



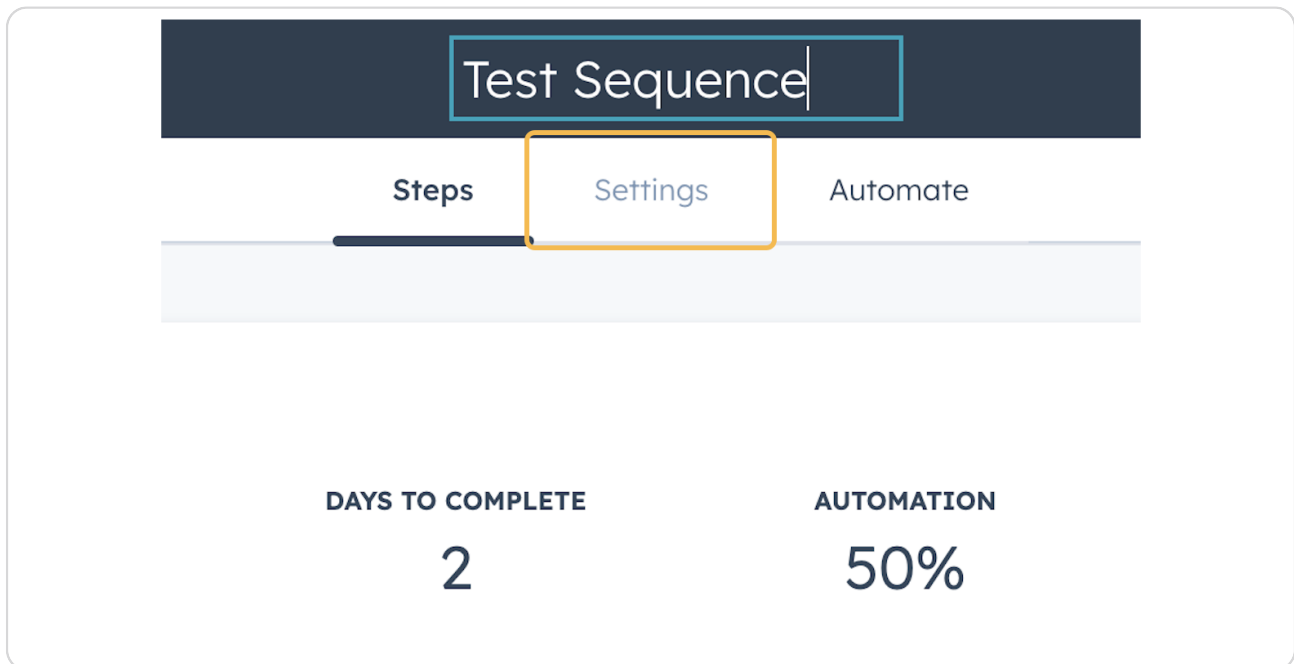
## STEP 28

Click on Add



## STEP 29

Once your steps are in place, Click on Settings



## STEP 30

**Here you can choose when emails can go out and if you want email reminders for your tasks**

### Follow-up emails

**Execute steps on business days only**


If enabled, emails will be sent and tasks will be created on business days only.

☒


**Automated email send window**


When enrolling a contact, you can customize the specific send time & time zone.

**Send window**

 8:00 AM

→

 6:00 PM

 HubSpot will choose times with the highest open rate during this range. [Learn more](#)

### Tasks


**Email reminders**

Receive an email reminder at the time you choose.

☐

## STEP 31

Once your Settings are good, Click on Automate

Test Sequence 

Own


Steps

Settings

Automate

only

will be created on business days only.

ON 

## STEP 32

### Here you can choose when to unenroll contacts

Note: The first two options are already checked on and are grayed out. This is needed to be CAN-SPAM compliant with sales emails. You cannot change these. If a contact responds to an email or books a meeting with you, they will be unenrolled from the sequence so you can continue the conversation with them.

[< Back](#)

Test Sequence [✎](#)

Owner: Hannah Munoz [Save](#)

Steps Settings Automate

**Automate your sequence**

The following automations are created by HubSpot and some may not be turned off

When a contact replies to any email → Unenroll the contact from this sequence ☒

When a contact books a meeting → Unenroll the contact from this sequence ☒

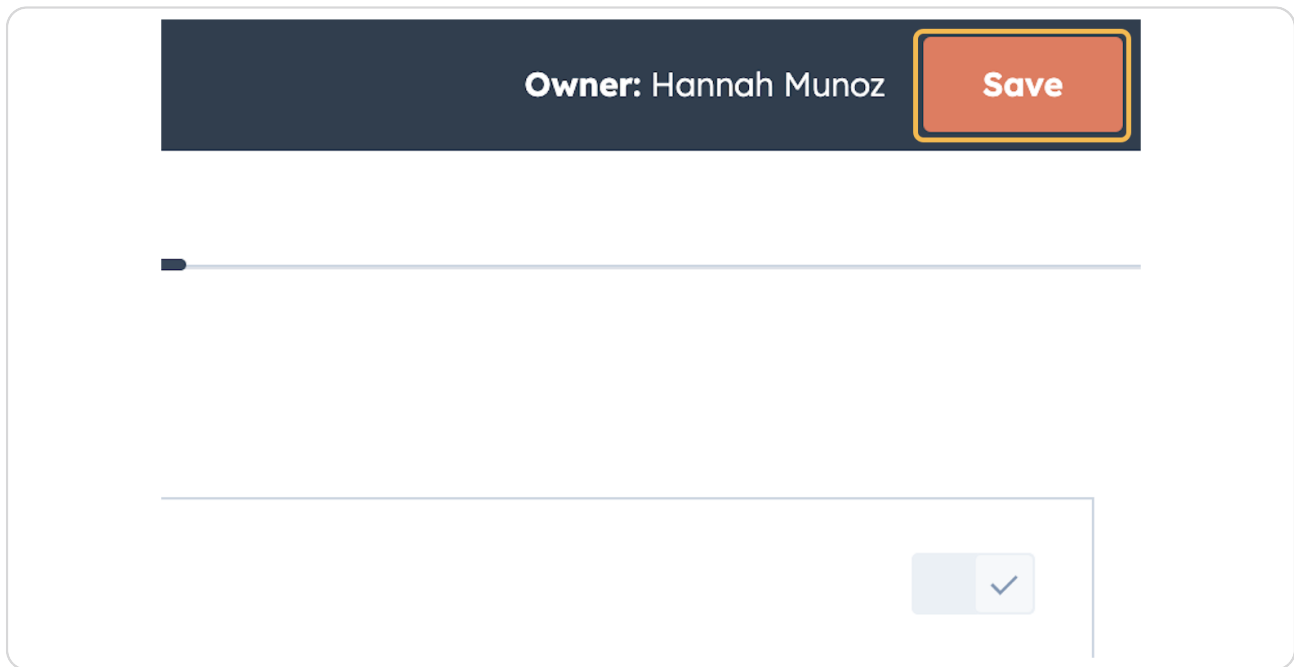
When a contact replies to any email or books a meeting → Unenroll all contacts at the same company from any sequence ☐

**Custom automations**

Automatically start or end this sequence when your lead visits your website or submits a form [Create an automation](#)

### STEP 33

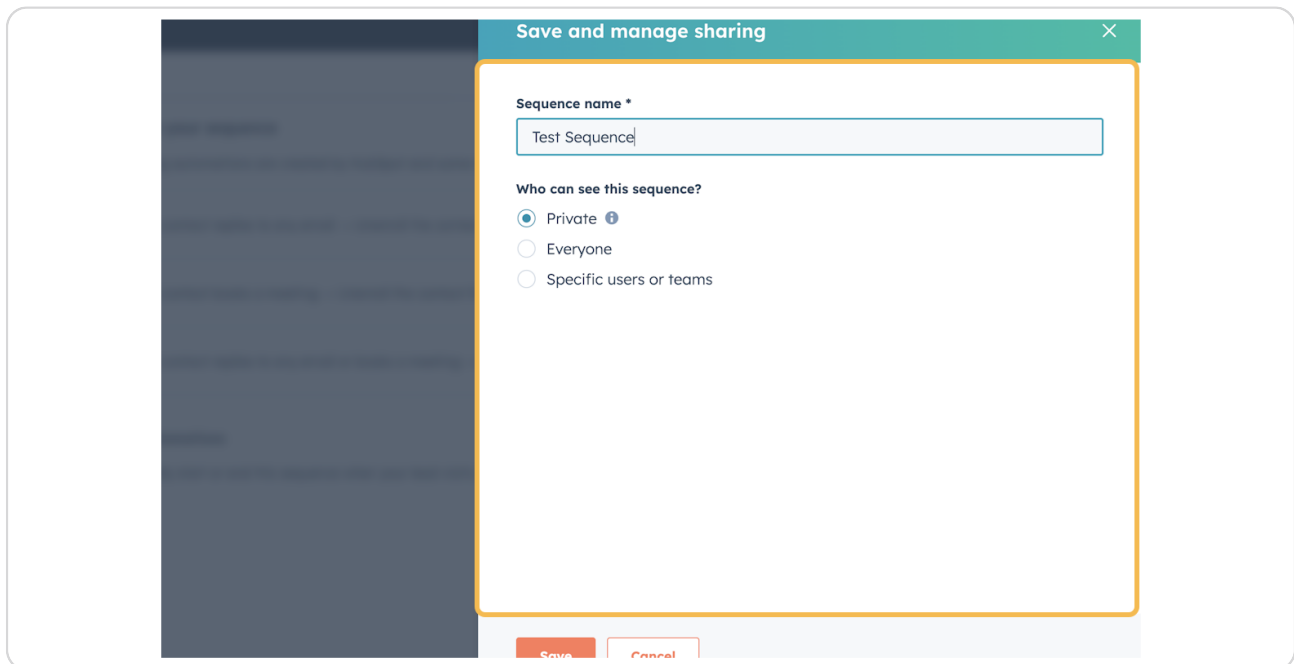
Click on Save



A screenshot of a user interface. At the top, there is a dark blue header bar. On the right side of this bar, the text "Owner: Hannah Munoz" is displayed in white. To the right of the text is an orange button with the word "Save" in white. Below the header bar, there is a horizontal line. Further down, there is a light blue rectangular button with a white checkmark icon.

### STEP 34

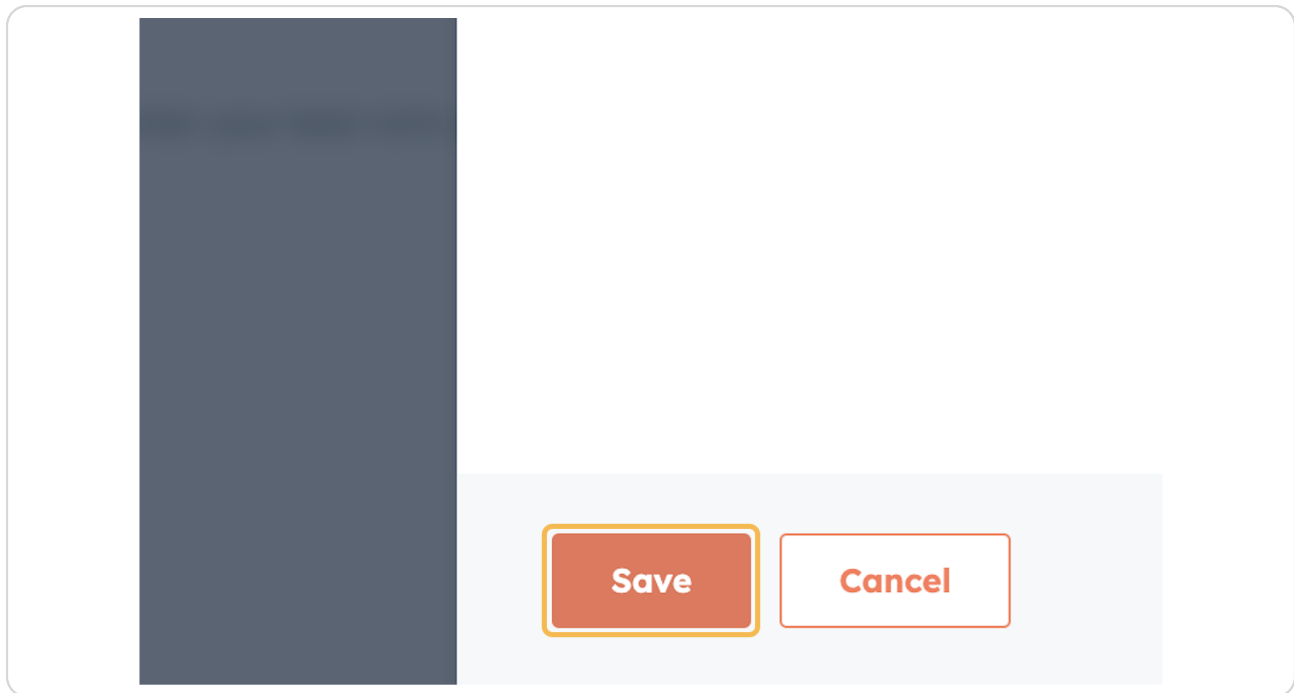
Make sure your Sequence has a name and choose who can see the Sequence



A screenshot of a "Save and manage sharing" dialog box. The dialog box has a teal header bar with the title "Save and manage sharing" and a close button (X) on the right. Inside the dialog box, there is a section titled "Sequence name \*" with a text input field containing "Test Sequence". Below this, there is a section titled "Who can see this sequence?" with three radio button options: "Private" (selected), "Everyone", and "Specific users or teams". At the bottom of the dialog box, there are two buttons: "Save" and "Cancel".

## STEP 35

Click on Save



The image shows a user interface element, likely a modal or a sidebar. On the left is a dark grey vertical bar. To its right is a light grey horizontal bar. Within this horizontal bar, there are two buttons. The first button is orange with a yellow border and the text 'Save'. The second button is white with an orange border and the text 'Cancel'.

## # Enrolling Contacts into a Sequence

20 Steps

There are two ways we'll look at adding Contacts to Sequences: On the SequenceThrough Contacts

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## STEP 36

On the Enrollments tab of your Sequence, Click on Enroll contacts

**Put this sequence to work by first contact.**

Add contacts manually or create a workflow contacts based on a form submission or page

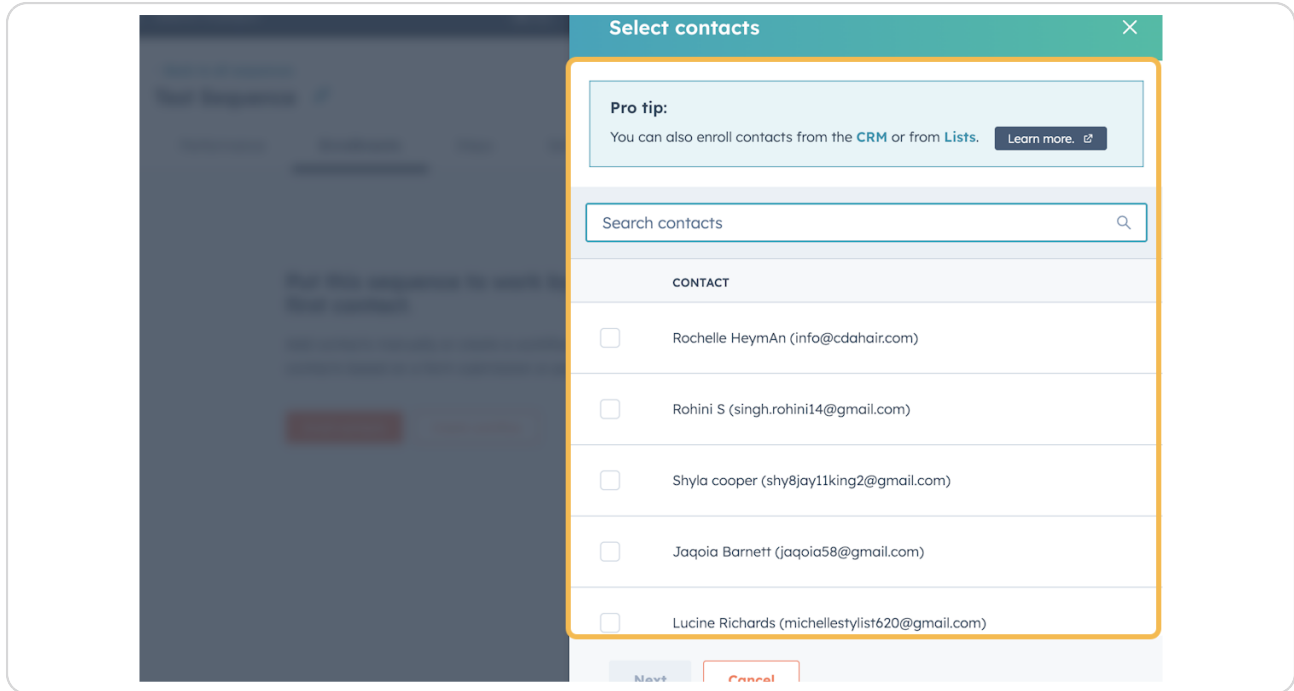
Enroll contacts

Create workflow

## STEP 37

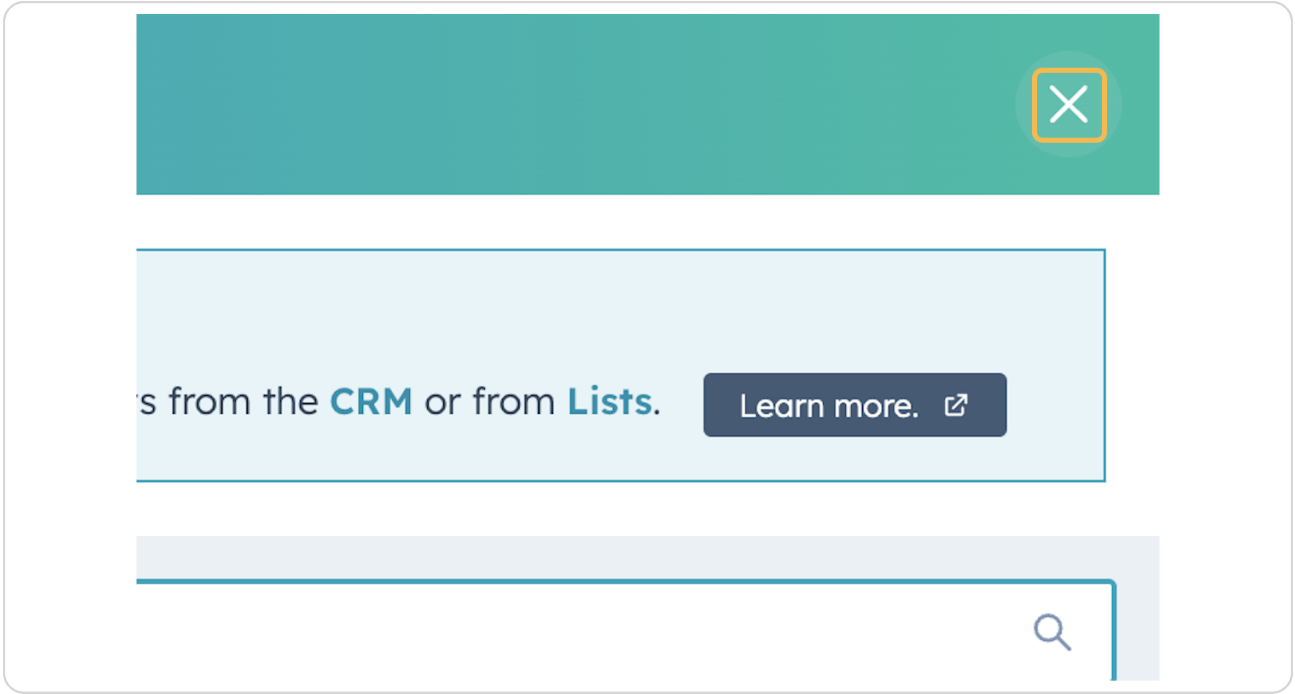
### Here you will need to search for the Contact and follow the steps to add them to the Sequence

Note: This is not practical for adding a lot of Contacts. If you have one or two you need to add, this can be an easy way.



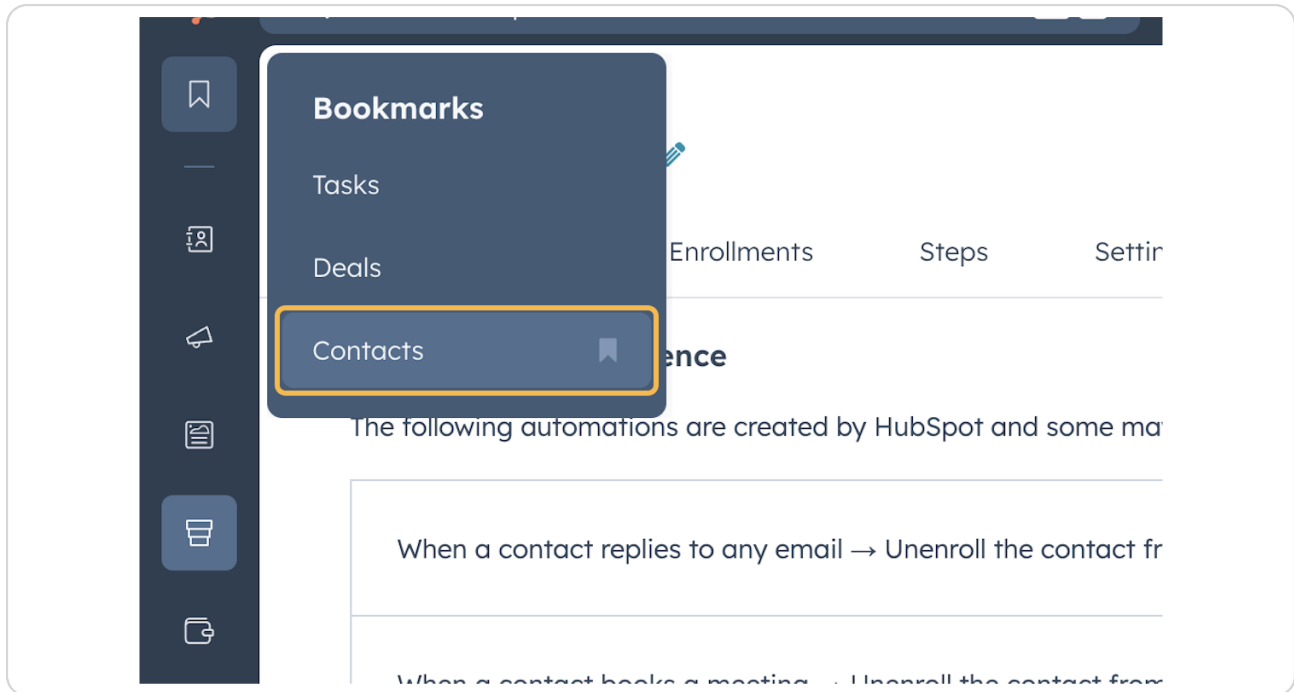
STEP 38

Click on Close



## STEP 39

**The other option is to go through Contacts. Go to your Bookmarks and Click on Contacts**



## STEP 40

### Choose a tab of Contacts you want to choose from

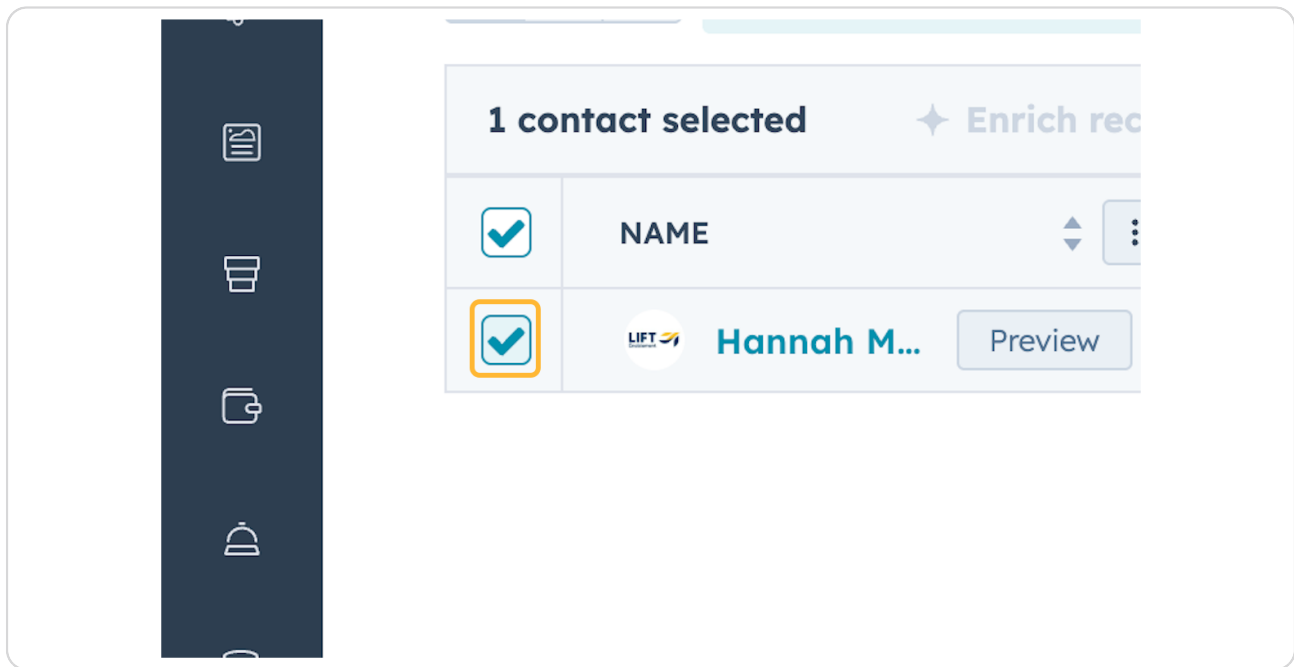
Note: This could be a tab that is already filtered down or a tab like My Contacts where you can choose the filters before adding the Contacts to the Sequence.

The screenshot shows a CRM interface with a top navigation bar containing icons for a grid, a plus sign, a phone, a calendar, a question mark, a gear, a bell with a red '16' notification badge, a star labeled 'Copilot', and a user profile. Below the navigation bar, a dropdown menu is open for 'Hannah's Edgewater Contacts', showing a list of contacts with a close button (X). To the right of the dropdown is an 'Import' button. Below the dropdown, there is a '+ Add view (3/50)' button. The main content area has a header with 'ate', 'Last activity date', 'More', and 'Advanced filters'. Below this is a table with columns: EMAIL, PHONE NUMBER, and CONTACT. The first row of data shows 'info@cdahair.com', '+1 (208) 797-4342', and a contact icon labeled 'De'. An 'Export' button is located in the top right corner of the table area.

EMAIL	PHONE NUMBER	CONTACT
info@cdahair.com	+1 (208) 797-4342	De

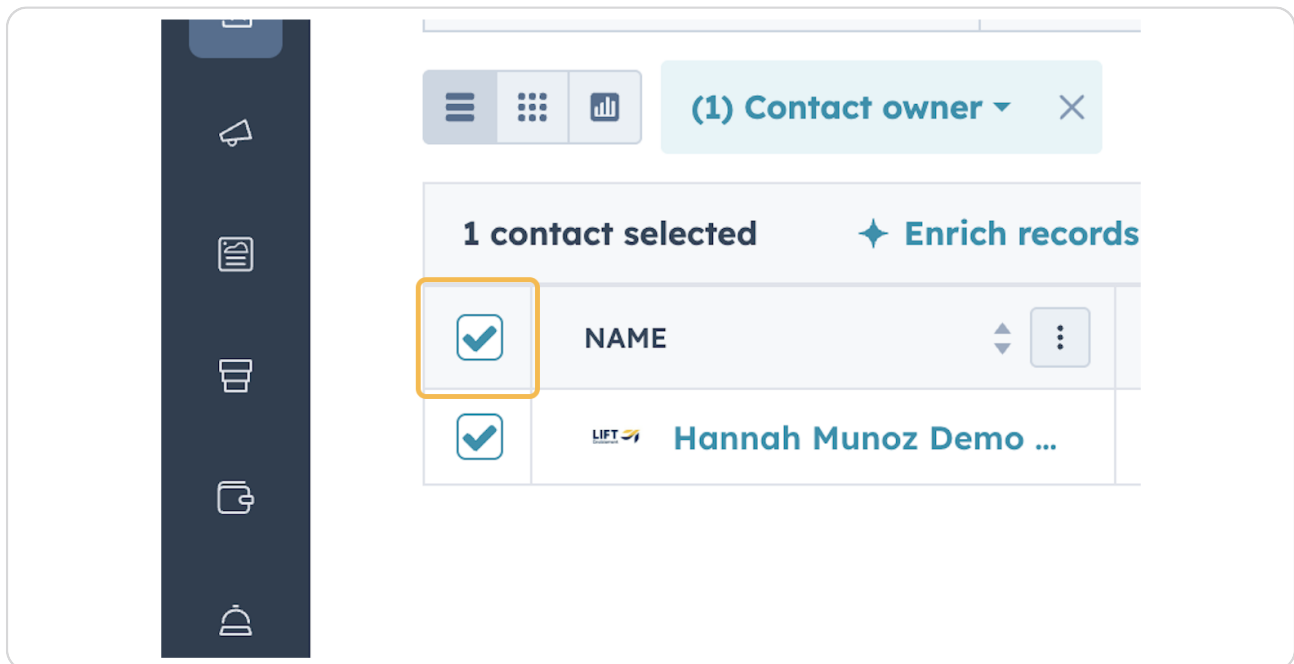
## STEP 41

Check the individual Contacts you want to enroll



## STEP 42

OR Check the box at the top to select everyone in the list to enroll



### STEP 43

Depending on your screen size, you'll see Enroll in Sequence at the top of the spreadsheet. If not, Click on More

innah's Edgewater Cont... ×

+ Add view (3/50)

Clear all


≡ Advanced filters ×

↶

✎ Edit

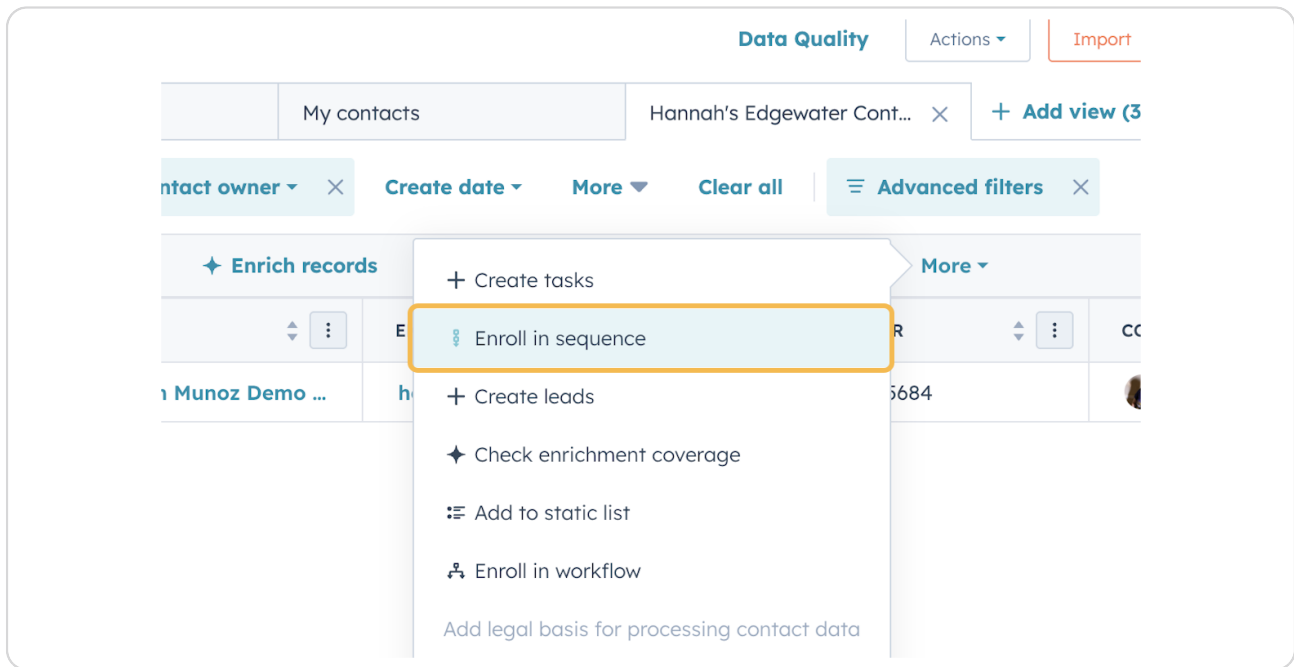
🗑 Delete

More ▼

<span>⋮</span>	PHONE NUMBER	<span>⬆</span> <span>⬆</span>	<span>⋮</span>	CONTACT OW
...	+1 (410) 989-5684			 Hann

## STEP 44

### Click on Enroll in sequence



The screenshot shows a CRM interface with a table of contacts. A dropdown menu is open, highlighting the 'Enroll in sequence' option. The interface includes a 'Data Quality' button, an 'Actions' dropdown, and an 'Import' button. The table has columns for 'Contact owner', 'Create date', and 'More'. The 'Enroll in sequence' option is highlighted in a yellow box.

Buttons: Data Quality, Actions, Import

Table headers: My contacts, Hannah's Edgewater Cont..., + Add view (3)

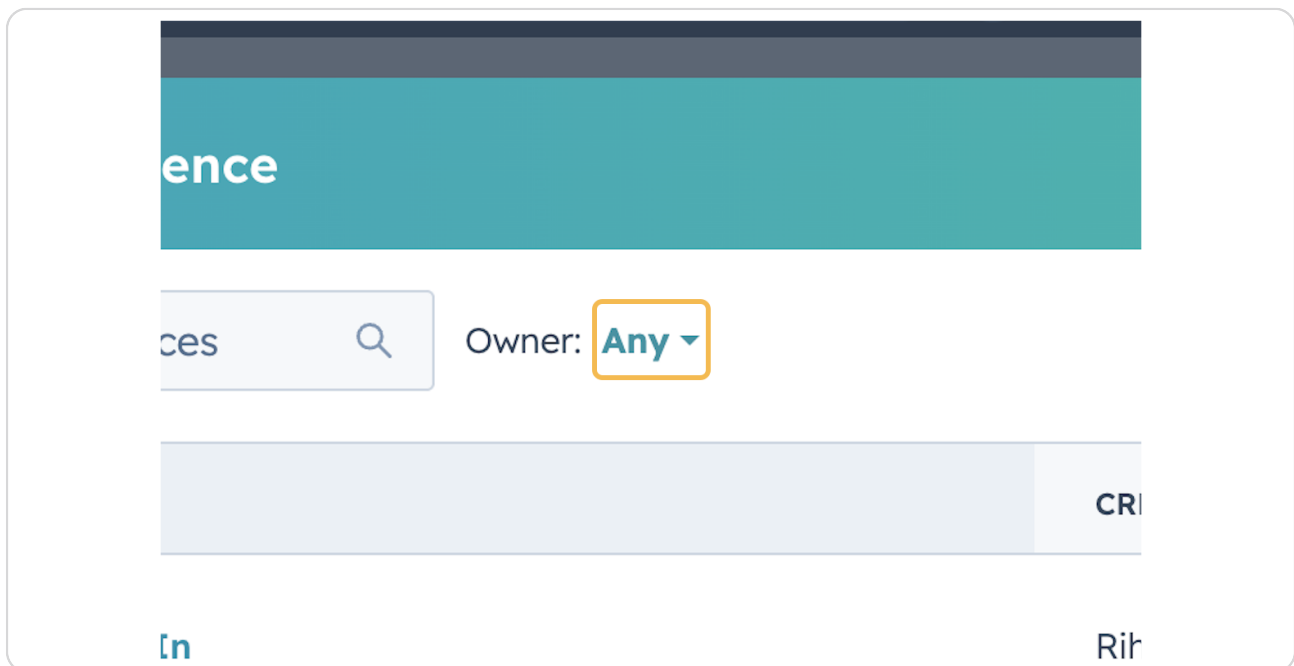
Table actions: Contact owner, Create date, More, Clear all, Advanced filters

Dropdown menu options:

- + Create tasks
- Enroll in sequence**
- + Create leads
- Check enrichment coverage
- Add to static list
- Enroll in workflow
- Add legal basis for processing contact data

## STEP 45

### Click on the Owner dropdown



The screenshot shows a CRM interface with a search bar and a dropdown menu for 'Owner'. The dropdown menu is open, showing the 'Any' option. The interface includes a 'Data Quality' button, an 'Actions' dropdown, and an 'Import' button. The table has columns for 'Contact owner', 'Create date', and 'More'. The 'Any' option in the dropdown menu is highlighted in a yellow box.

Buttons: Data Quality, Actions, Import

Table headers: My contacts, Hannah's Edgewater Cont..., + Add view (3)

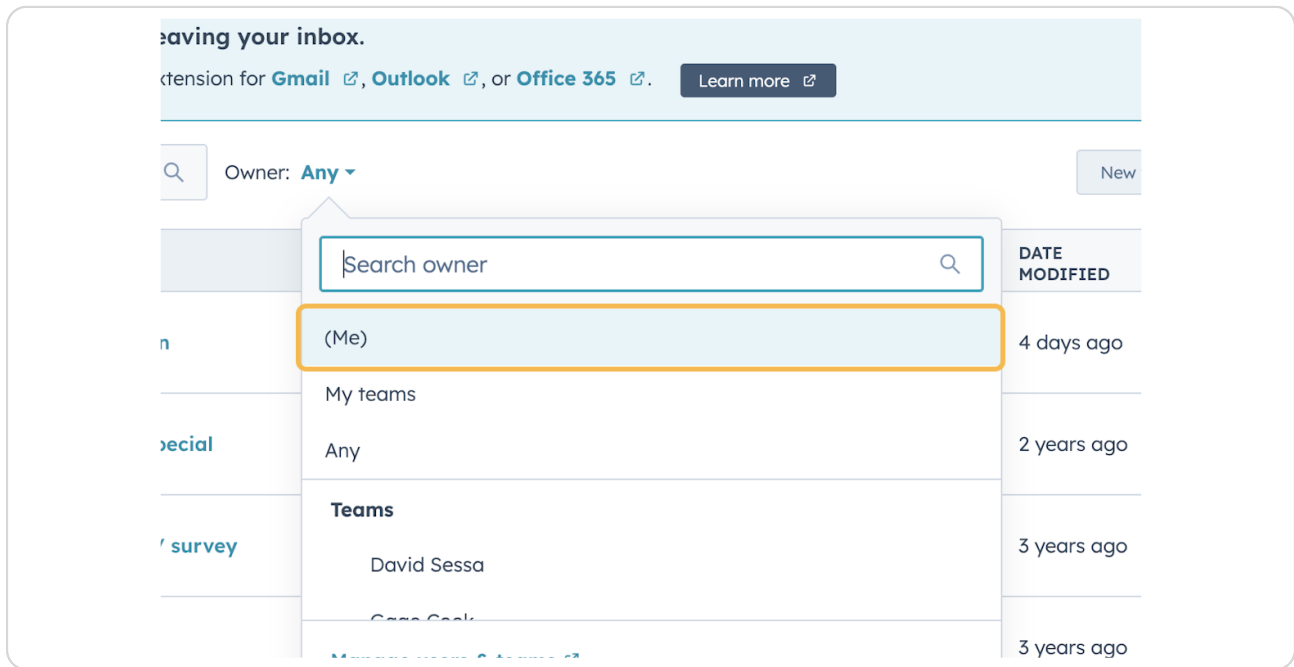
Table actions: Contact owner, Create date, More, Clear all, Advanced filters

Dropdown menu options:

- Any**

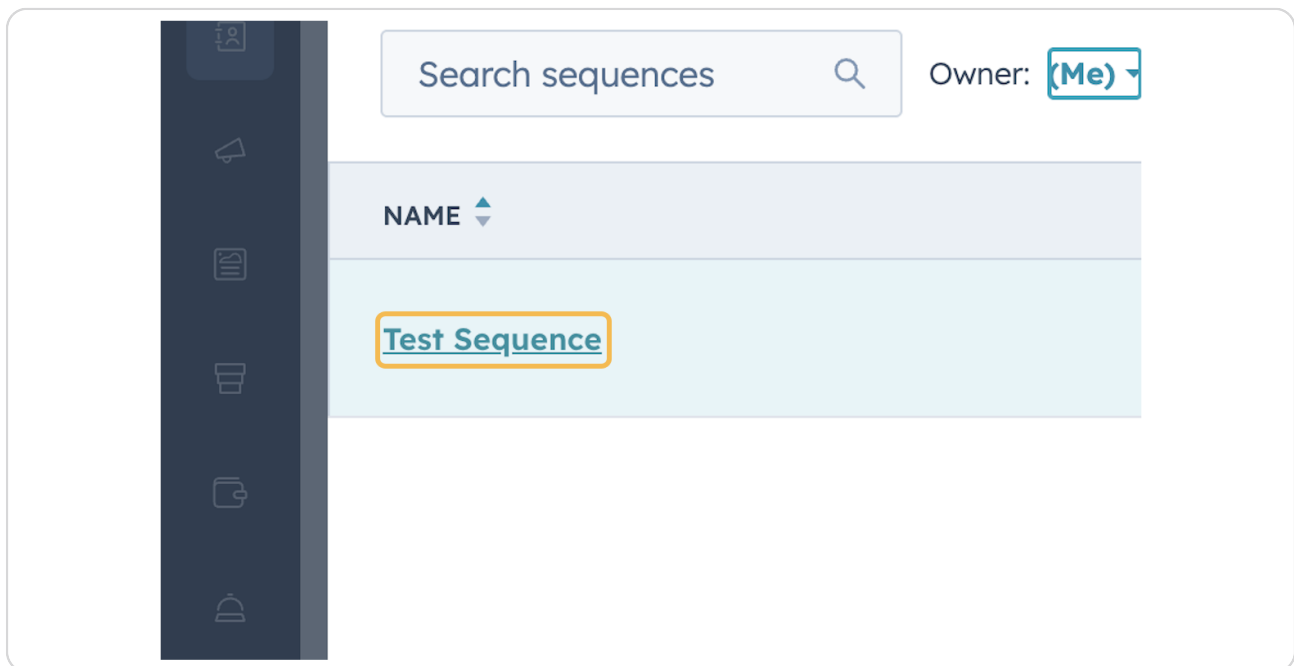
## STEP 46

### Click on (Me)



## STEP 47

### Click on the Sequence you want to enroll the Contacts into



## STEP 48

### Make any tweaks to your Sequence

Select sequence

< Back Start at: 1. Automated email Time zone: UTC -06:00 Mountain Time Settings

1. AUTOMATED EMAIL  
Send now \*

2. CALL  
Tue Aug 12

1. Automated Email - Day 1

Send now

☒ NEW THREAD Subject Line

Body of email

Hi Hannah,

Body of email information that you want to send  
Hannah Munoz  
L&D Specialist  
123-123-1234

B I U T More Insert

To: hannah@liffenablemen... From: hannah@imaginell... Daily email limit: 0 of 1,000 Start sequence Cancel

## STEP 49

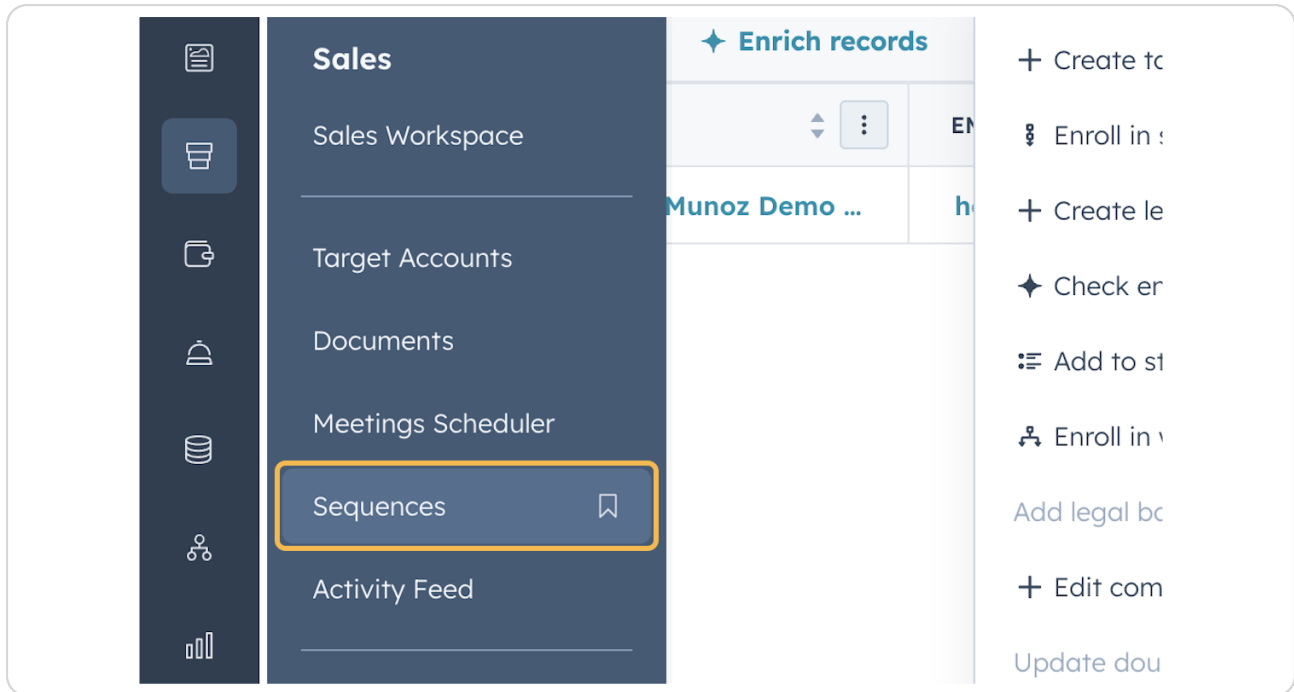
### Click on Start sequence

Daily email limit: 0 of 1,000

Start sequence Cancel

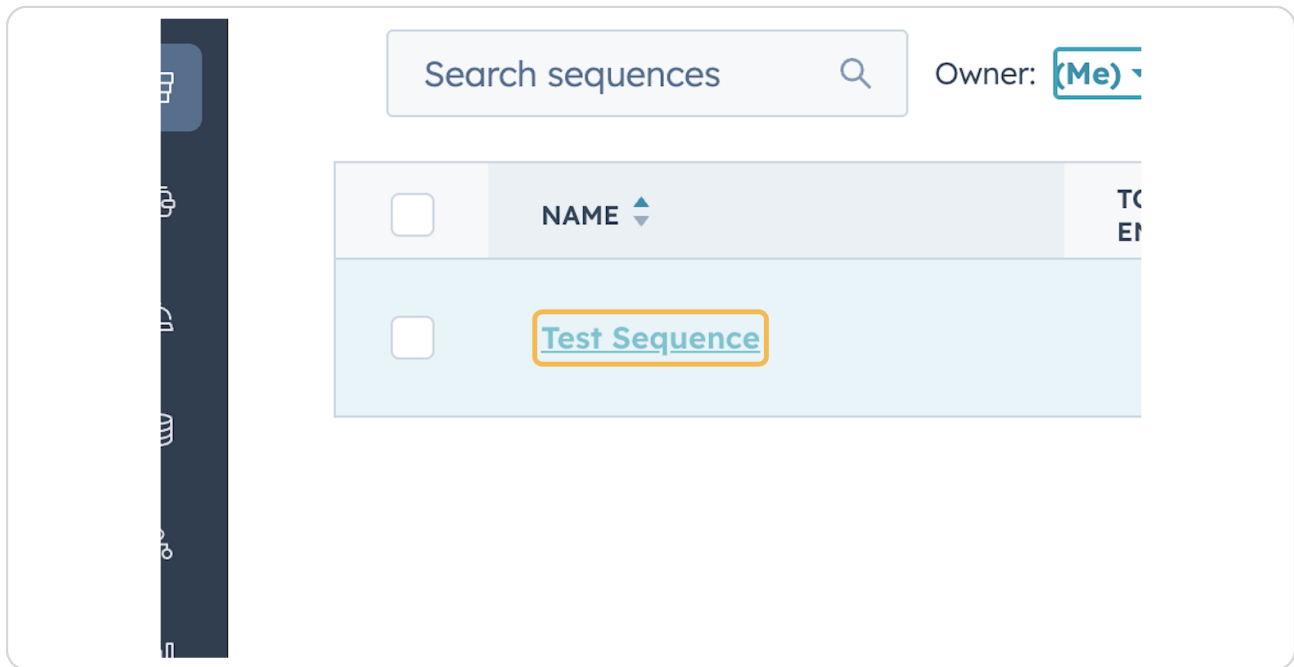
## STEP 50

**Navigate back to Sequences. Go to the Sales section of the Navigation and Click on Sequences**



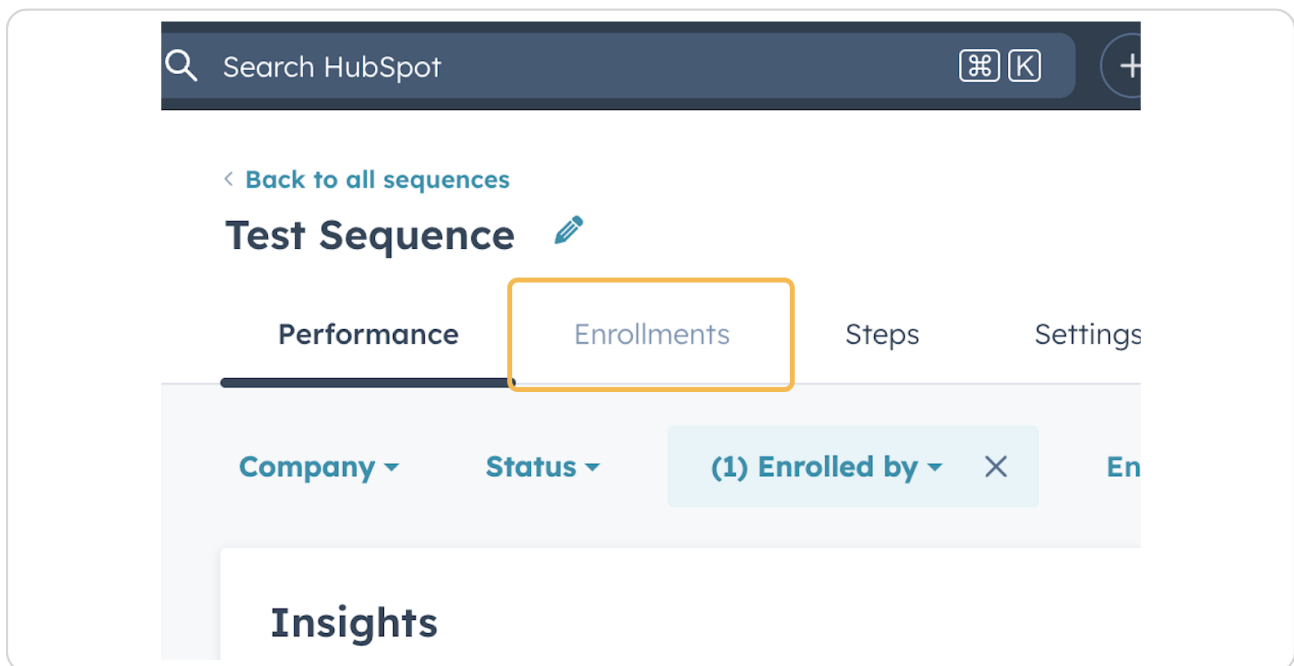
## STEP 51

### Search for and Click on the Sequence



## STEP 52

### Click on Enrollments



STEP 53

Here you'll see the enrolled Contacts and insights into where they are at and how they are performing in the Sequence

Search HubSpot

16

Copilot

Sola Salon Studios

[Back to all sequences](#)

Test Sequence

Owner: Hannah Munoz

Actions

Enroll contacts

Performance

Enrollments

Steps

Settings

Automate

All enrollments1

Scheduled0

In progress1

Paused0

Finished0

Error0

Search contacts

Create list

	CONTACT	COMPANY	ENROLLED	ENGAGEMENT	
	<a href="#">Hannah Munoz ...</a> Community Manager	<a href="#">Lift Enablement</a>	Aug 11, 2025 by Hannah ...	0 Opens 0 Clicks	<div>AS</div>

Prev

1

Next

25 per page

## STEP 54

### Click on the name of the Contact

The screenshot shows a user interface for managing contacts. At the top, there is a search bar labeled "Search contacts" with a magnifying glass icon. To the right of the search bar is a button labeled "Compan". Below the search bar, there is a "Create list" button. The main area displays a list of contacts. The first contact is "Hannah Munoz Demo Test", with the role "Community Manager" and a status of "COMP". A tooltip is visible over this contact, showing the name "Hannah Munoz Demo Test" with an external link icon. Below the contact name, there is a button labeled "Han..." with an external link icon, and an "Actions" dropdown menu. The contact is also associated with "Lift E". On the left side of the contact list, there are several rows with the number "0" and a checkmark icon. At the bottom right, there is a navigation bar with a back arrow, the text "Prev", and a button labeled "1".

## STEP 55

### In the Contact record on the Activity timeline, you'll be able to see more details on the Sequence activity

The details here will show you what has been completed in the sequence and when the next action is. Note: If you have tasks in your sequence, they will populate in your Task Management tool where you can segment them into a Queue.

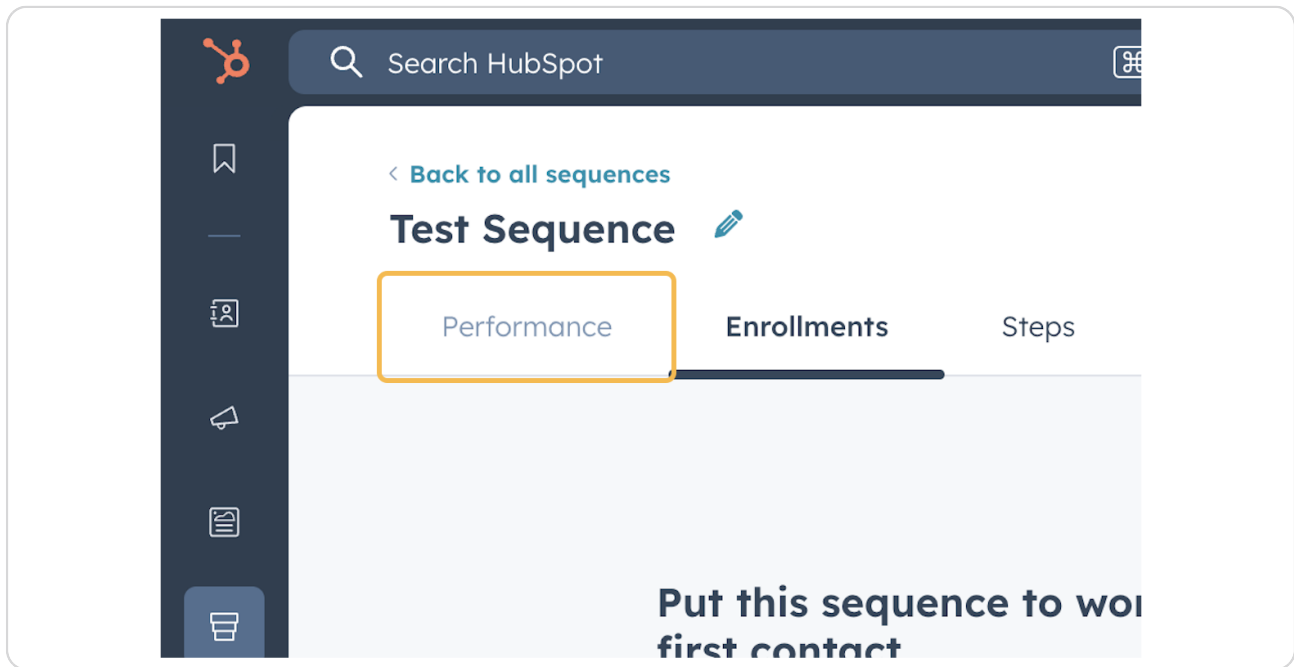
The screenshot displays the Activity timeline interface. On the left, there's a sidebar with navigation options like 'st', 'inager at', 't', 'ablem', and 'eti... More'. The main area shows a timeline for 'August 2025'. A 'Sequence activity' is highlighted with an orange border, dated 'Aug 13, 2025 at 8:04 PM HST'. The activity details state: 'Hannah Munoz Demo Test was delivered Email #1 - "Subject Line" from Test Sequence'. Below this, another activity is visible: 'Hannah ... sent an email to Hannah Mun...' dated 'Aug 11,'. The right sidebar shows contact information: 'thanks for th', 'Sent to: +1...', 'Status: D', 'Message: +', '🌧️ 123 Rainb', 'HI 96786', 'Sent to: +1...', and a 'Launch' button. At the bottom right, it says 'Powered by & Calling'.

## # Other Tabs in a Sequence

8 Steps

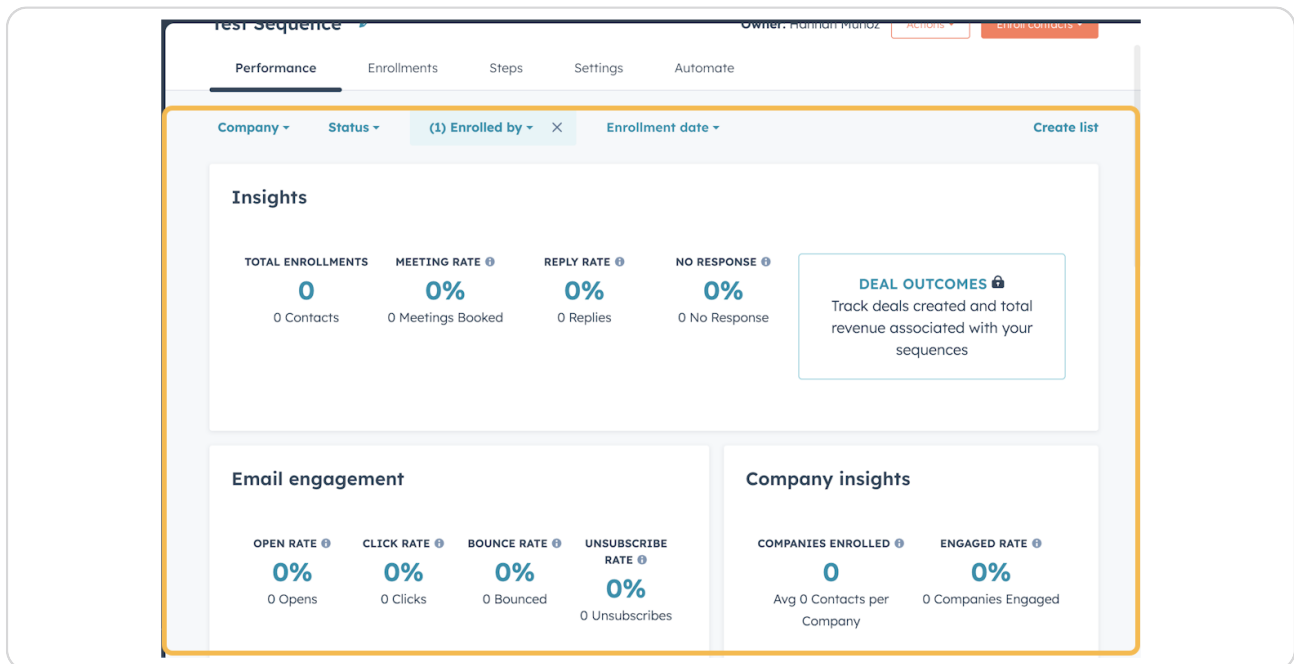
## STEP 56

### Click on Performance



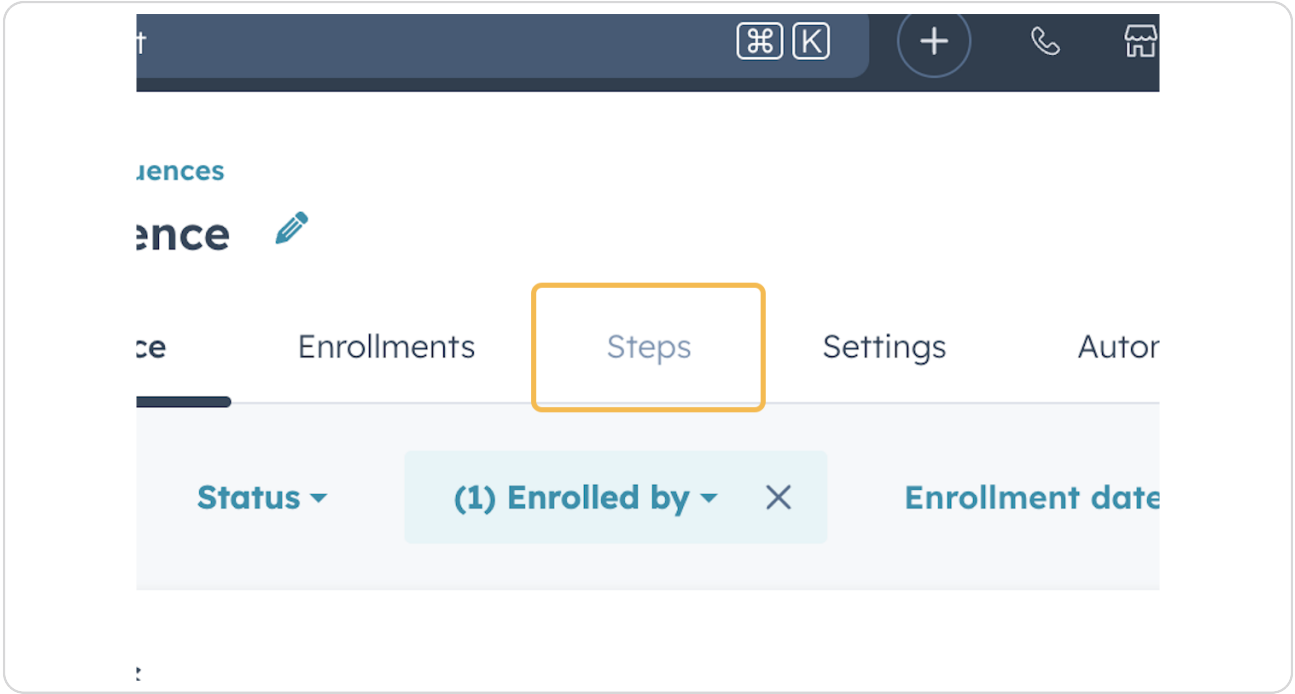
## STEP 57

### You'll see insights into how your sequence is performing



STEP 58

Click on Steps



## STEP 59

You can update any steps if needed and see stats on how each individual step is performing

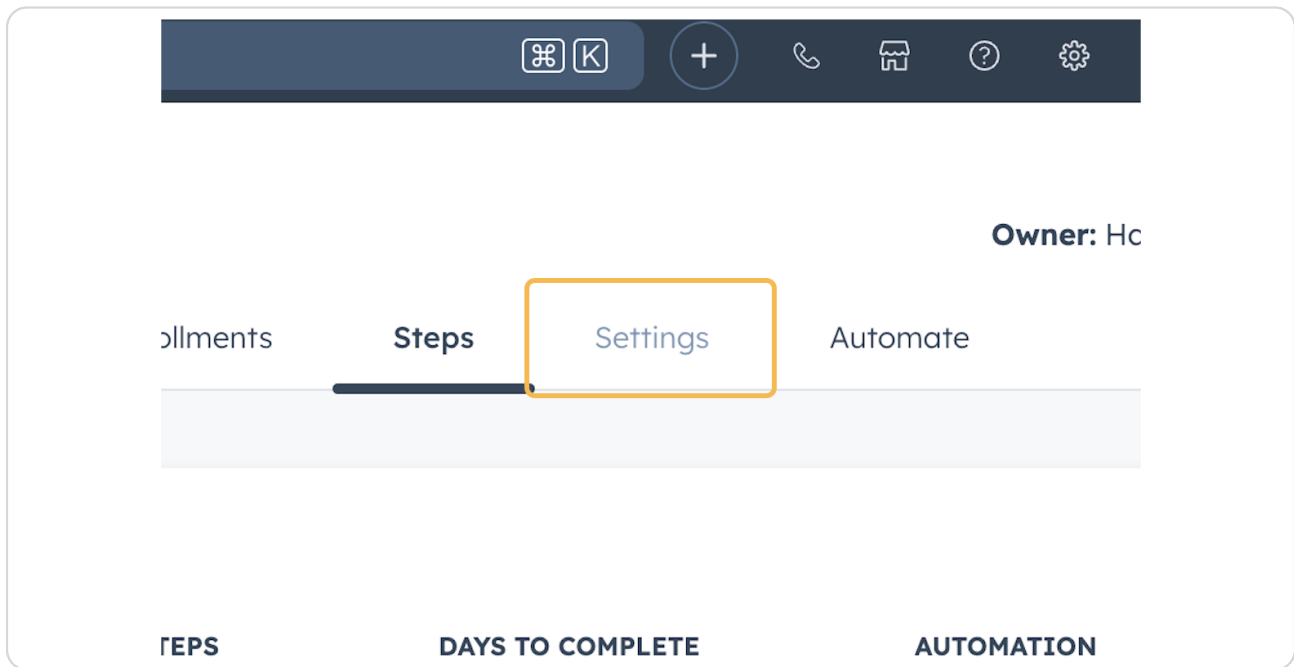
The screenshot displays the HubSpot automation workflow editor interface. The top navigation bar includes a search bar labeled "Search HubSpot", a "K" icon, a "+" button, and various utility icons. The user's name "Sola Salon Studios" is visible in the top right corner. The workflow is composed of two steps:

- Step 1: Automated Email - Day 1**
  - Version: Version A - Internal Name - Test
  - Subject Line: [Empty]
  - Body of email: Hi **Contact: First Name**, Body of email information that you want to send
  - Stats: Sends (0), Opens (0%), Clicks (0%), Replies (0%), Meetings (0%)
  - Buttons: [See more](#), [Add A/B test](#)
- Delay: 1 business day**
- Step 2: Call Task - Day 2** (Status: PAUSES SEQUENCE)
  - Task: Call contact to follow up
  - Stats: Created (0), Completed (0%), Meetings (0%)

The interface includes a left-hand sidebar with navigation icons and a central area with up/down arrows for step ordering.

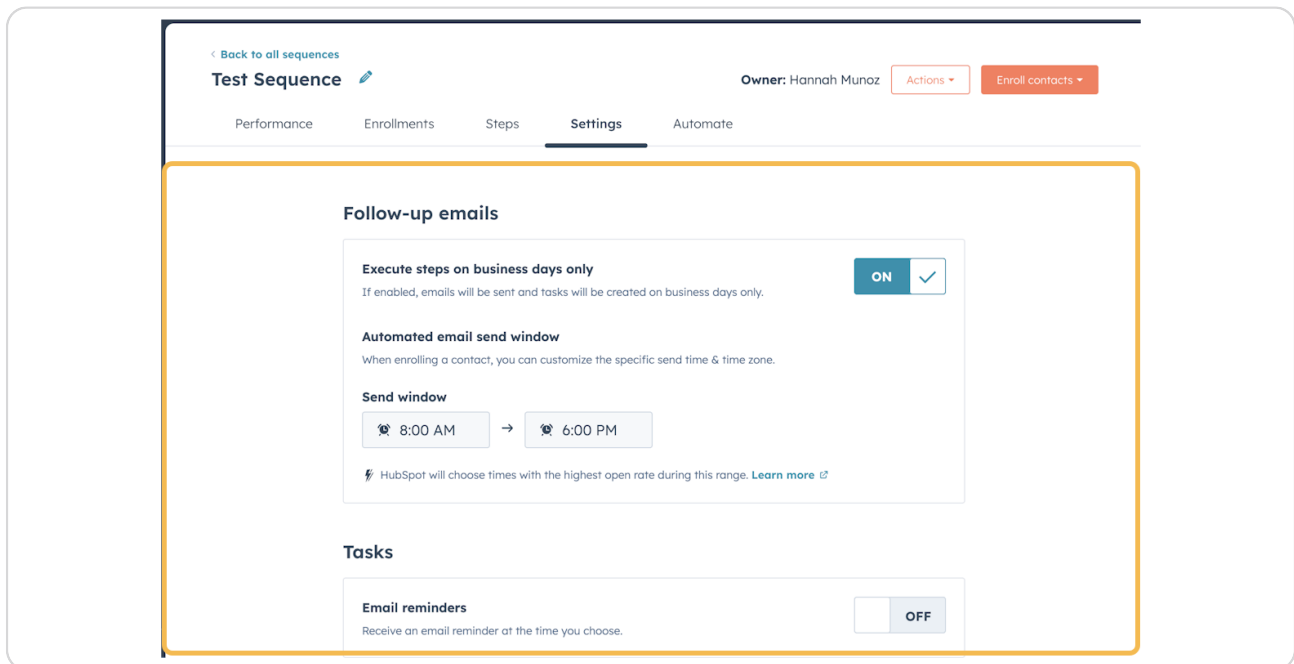
## STEP 60

### Click on Settings



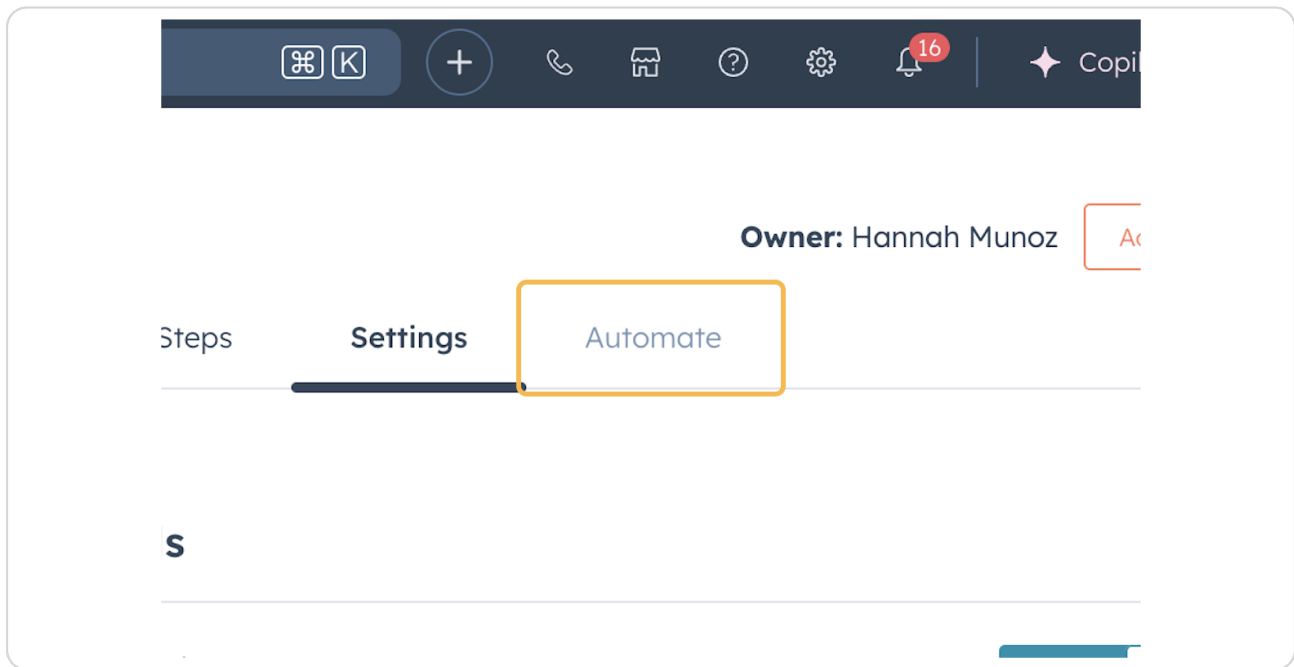
## STEP 61

### You can update any settings if needed



## STEP 62

### Click on Automate



## STEP 63

### You can make any adjustments to the automate options for the Sequence

