



Instructions Guide: How to Review & Test the N8N Workflow

This short guide is designed to help reviewers or recruiters understand, test, and validate the lead scoring and automation workflow submitted for the **N8N Expert** role at **REMWaste**.



Prerequisites

Before importing the workflow:

1. **N8N Cloud account** (free trial is sufficient)
 2. **Airtable account + API key + Base ID**
 3. **Slack Webhook URL** (optional for testing notifications)
 4. **Google Calendar account with OAuth set up** (optional for event creation)
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Step-by-Step Setup Instructions

1. Import the Workflow

- Open n8n Cloud
- Go to **Settings** → **Import Workflow**
- Paste or upload the `workflow.json` file provided

2. Airtable Configuration

- In the Airtable node:
- Add your **API Key** and **Base ID**
- Ensure a table exists with fields: `full_name`, `email`, `budget`, `interest_level`, `lead_score`, `createdTime`

3. Slack Setup (Optional)

- Open the **Slack Webhook** node
- Paste your webhook URL (can be from a test channel)

4. Google Calendar Setup (Optional)

- Authenticate with your Google account
 - Grant necessary permissions
 - The calendar event is created for **Hot Leads only**
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How to Run

1. Open the workflow view
2. Click `Execute Workflow`
3. A simulated lead will enter the system via the webhook or test payload
4. Observe:
5. Lead scoring
6. Airtable update
7. Slack message (for hot leads)
8. Google Calendar invite (for hot leads)
9. Follow-up email sent 2 mins later

Key Nodes to Observe

Node	Purpose
<code>Set Lead Score</code>	Custom scoring logic (JS)
<code>Slack Message</code>	Alerts for hot leads
<code>Google Calendar Event</code>	Calendar invite for hot leads
<code>Send Email Follow-Up</code>	Final user touchpoint

All systems used are free tier compatible. The workflow is modular and easy to test without setup blockers.

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