Understanding the contacts/companies table

Table Headers by Colors 🔹 **Blue (LinkedIn):** Information obtained directly from LinkedIn. *Examples: Profile URL, employee range.*

🎒 **Red (CRM):** Data automatically synced from your CRM. *Example: Verification if the lead exists in the CRM.*

📗 **Green (External Databases):** Contact information and enriched data from external databases. *Examples: Mobile phone, professional email.*

🌼 **Yellow (AI Variables):** Information generated or managed through AI, such as classifications or suggestions. *Example: Personalized prompts.*

♒ **Purple (Custom Created):** Custom columns tailored to your needs.

🔄 **How to Move Columns in the Table**

- Place your cursor over the six dots that appear to the right of the column header.
- When the cursor changes to a hand 🖐, click and hold.
- Drag the column to your desired position within the table.
- Release the click to set the new position.

🫣 **How to Hide Columns in the Table**

- Identify the column you want to hide.
- Place your cursor on the column header.
- Click > on the header > **Hide column**.

➕ **How to Add Hidden Columns to the Table**

- Position yourself between two columns.
- Click the "+" button.
- In the search bar, type the name of the hidden column.
- Select it, and it will appear in the table.

💡 **Additional Options for Adding Columns in the Table**

- New CRM Field
- New Custom Field
- New AI Variable
- New Formula Field