**Lead Assignment (SF)**

1. Marketing Automation – all CRYP,GLOX and STORM (except 417 Buenos Aires Storm)  
 для CRYP instance не актуально  
 для FCIL оно не нужно

2. [Marketing Automation](https://fincompany.my.salesforce.com/0051400000BodMv) – all with predifened affiliate or IB codes  
 для FCIL инстанса  
 для CYPB и CRYP (уточнить есть ли ИБ)  
  
3. IB Automation (17 filials) – all with IB codes from latam branches/franchisee  
  
4 Academy YT (queue) – lead with Submit Id … or Refferer Long contains traderacademy

5 Черная — lead with Partner Record Type and Partner Type Franchisee

6 Черная — lead with lang en, ru AND country СНГ AND Lead Partner Type IB or Affiliate  
??? (Витя и Лена)

7 Sales Department – IBPartner Code 45226 from 428 (Витя и Лена)

8 Lorena Fernandez - IBPartner Code 102101 from all branchch except 417 (Витя и Лена)  
  
9-18 China Assignment (Leo Li, Roy Gao, Sito Liang) (Витя и Лена)  
  
19 Partners Registrations China – language cn,cz and Record Type Partner

22 Sales Department – all lead with Partner

… Director (branch/franch) – all lead from Branch/Franch with Record Type – PersonAccountLead  
всех на New Leads и дальше видимость на директоров  
  
56 TS Team Lead A (Marcelo) – Academy Argentina branch/franch with Broker BVI (Academy)  
57 TS Team Lead C (Leidy) – Academy Colombia branch/franch with Broker BVI (Academy)  
  
**58 all other Leads to – New Leads (queue)**