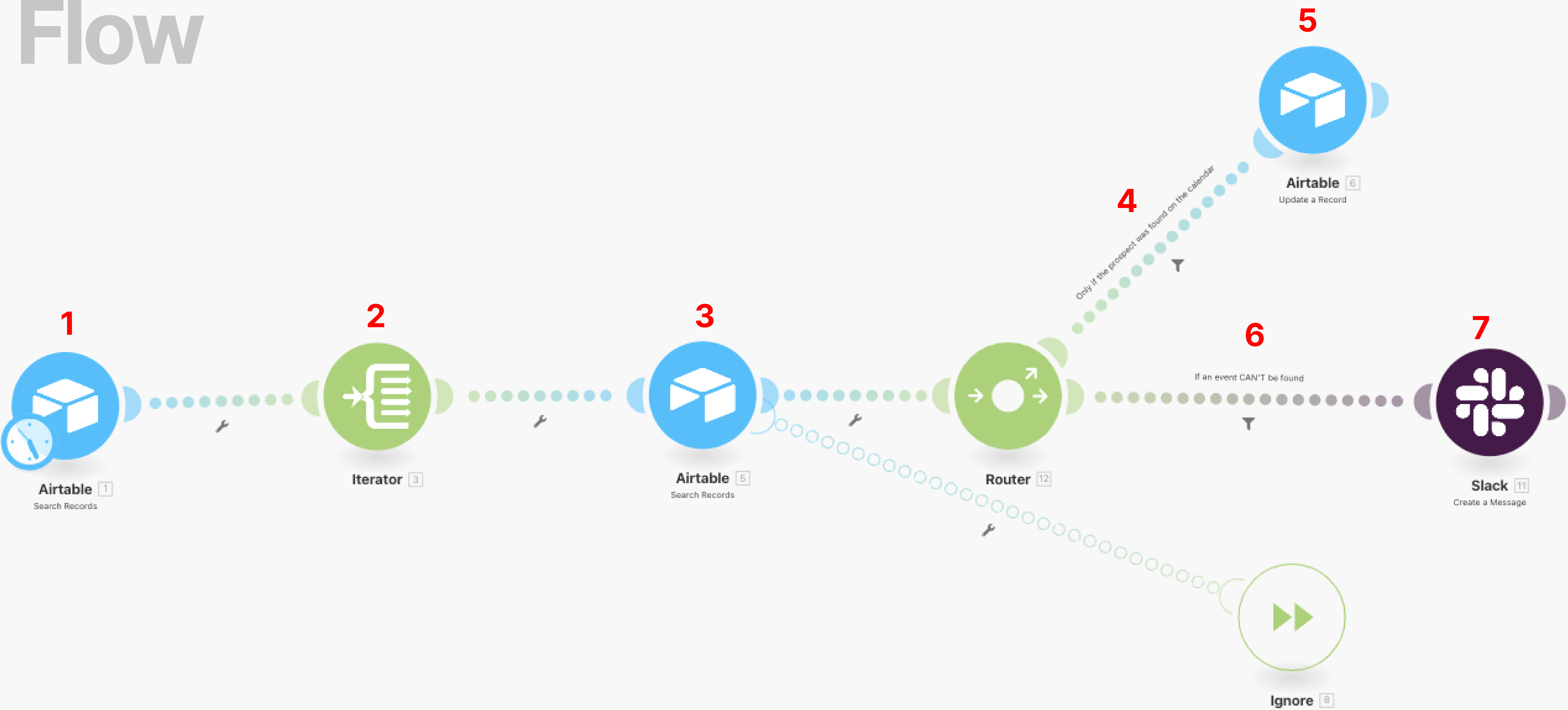


Flow



Details

1

Airtable Search Records

Connection

My Airtable connection Add

For more information on how to create a connection to Airtable, see the [online Help](#).

Base map: ☐

Calendars and reminders

Table map: ☐

Outreach emails

Sort map: ☐

Add Item

View map: ☐

Not booked yet

Formula

An Airtable formula used to filter records. The formula will be evaluated for each record, and if the result is not `0`, `false`, `""`, `NaN`, `[]`, or `#Error!` the record will be included in the response. You can find more information about the formula on [Airtable's website](#). For example, to only include records where `Name` isn't empty, pass in: `NOT({Name}) = ''`

Limit

100

The maximum number of records to return.

Cancel OK

2

Flow Control

Array map: ☐

1. ID

Cancel OK

Search Records

3

Airtable Search Records

Connection

My Airtable connection Add

For more information on how to create a connection to Airtable, see the [online Help](#).

Base map: ☐

Calendars and reminders

Table map: ☐

Calendar events

Sort map: ☐

Add Item

View map: ☐

Grid view

Formula

SEARCH({1. Recipient}, {Attendees})

An Airtable formula used to filter records. The formula will be evaluated for each record, and if the result is not `0`, `false`, `""`, `NaN`, `[]`, or `#Error!` the record will be included in the response. You can find more information about the formula on [Airtable's website](#). For example, to only include records where `Name` isn't empty, pass in: `NOT({Name}) = ''`

Limit

10

The maximum number of records to return.

Cancel OK

4

Set up a filter

Label

Only if the prospect was found on the calendar

☐ The fallback route. It will be used in the case where a bundle cannot continue on from the router via any other route. For more information, please see the [online Help](#).

Condition

5. ID

Exists

Add AND rule Add OR rule

Cancel OK

5

Airtable Update a Record

Connection

My Airtable connection Add

For more information on how to create a connection to Airtable, see the [online Help](#).

Base

Calendars and reminders

Table

Outreach emails

Record ID

1. ID

Record

Recipient

Email subject

Email date

Email body

Booked?

Yes

Appt date

5. Event time

Time zone: America/Denver

For more information about supported date formats, see the [online Help](#).

6

Set up a filter

Label

If an event CAN'T be found

☐ The fallback route. It will be used in the case where a bundle cannot continue on from the router via any other route. For more information, please see the [online Help](#).

Condition

5. ID

Does not exist

Add AND rule Add OR rule

Cancel OK

7

Slack Create a Message

Connection

My Slack (user) connection (arthur) Add

For more information on how to create a connection to Slack, see the [online Help](#).

Enter a channel ID or name

Select from the list

Channel type

Public channel

Public channel map: ☐

followup-needed

Text

You emailed {1. Recipient} on {1. Created Time}. They still haven't booked a demo yet!

For detailed information about text formatting, see the [Slack documentation](#). The Text field is not enforced as required when using Blocks. However, it is recommended that you include text to provide a fallback when using blocks.

Blocks

Use [Block Kit Builder](#) to create blocks.

☐ Show advanced settings

Cancel OK