**Brief approach:**

* First of all I filled the null values and since it was imbalance dataset , I used smote, class\_weight, to balance my data.
* Used various classifier like Logistic regression, DT, Random Forest, Lgbm classifier ,XGBoost classifiers etc with hyperparameter tuning.
* I tried custom ensemble technique but that didn’t work.
* Also I used different train test split to inc the F1 score.

**Data Preprocessing: (features that worked)**

* Extracted individual months, day of the week from two features created\_at and signup\_date.
* Calculated difference in days between lead was dropped and signup date.

**Final model :**

* The final model I got is VotingClassifier with F1 score of 0.7069 which I got after tuning and getting feature importance.I dropped some unnecsseray features on their feature importance values.