New Feature Automatically Brings Additional Information
To the Contact Record—No Data Entry Required

What is Smart Summary?

The Nimble **Smart Summary** feature provides immediate and relevant context and helps create a fuller, more detailed picture of any contact.

The feature populates the contact record sidebar with "dossier-style" information.

This information pulls automatically from publicly-available sources—updated daily—no hunting or data entry required.
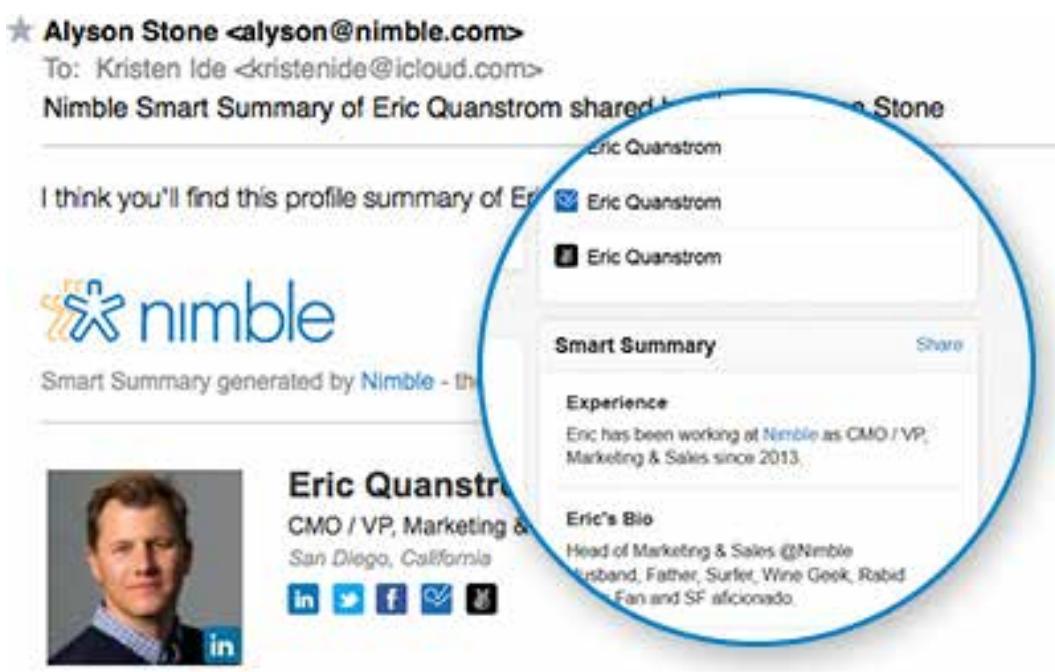
Smart Categories

- Experience (Career Summary)
- Bio
- Educational Background
- Significant Other
- Influence (Klout Score)
- Geographic Location
- Investments
- Birthday
- Places
- Shared Connections
- Shared Influential Topics
- Matched Keywords
- Mark As Important
- Websites

Share Via Email to Become a Natural "Connector"

Alongside the **Smart Summary** is an option to share the profile directly via email.

This is an easy way to introduce someone and supply ample context on that individual. It also provides sufficient background with which to begin a meaningful conversation—enabling Nimble users to become natural "connectors." Nimble stores a record of profile sharing in the Pending & History Tab.

Your Contacts in Context

With digital footprints growing in size, and with networks expanding exponentially, it's becoming more difficult to keep contacts straight. Users can quickly remind themselves who a contact is, why they are important, and find points of commonality and interest.

In the past you used to Google somebody... Now you'll Nimble them and see all the information in your Nimble **Smart Summary** sidebar.

Smart Summary   Share

Experience
Eric has been working at Nimble as CMO / VP, Marketing & Sales since 2013.

Eric's Bio
Proven technology & marketing executive — I've been head of Marketing, Sales / BD of every Co. I've been with since 1999 (MBA, Marketing, too). Currently CMO/VP, Marketing & Sales at Nimble (www.nimble.com) a leading Social Relationship Management platform....
More

Eric's Education
- San Francisco State University '05
- San Diego State University '95
- De La Salle High School '90

Eric's Significant Other
Michele Quanstrom

Influence
Eric is influential in Marketing, CRM, Sales, Digital Media and Social Media. Eric's Klout score is 56.

Location
Eric currently lives in San Diego, California. Eric's hometown is San Francisco, California.

Places
Eric last checked in on Foursquare at Fort Mason on Mar 04 at 10:26PM.

Shared Connections
You and Eric share 3 mutual Facebook friends: Rachel Miller, Richard Young, Jon Ferrara.

Both you and Eric share 77 mutual LinkedIn connections: Robert Salzman, Michael Fauscette, Matt Heinz, Sam Fiorella, Francine Allaire, Dustin Yoder...
View all

Shared Influential Topics
You and Eric share these topics of influence: Social Media.

Eric Quanstrom shares one influential topic with you. We recommend to mark contact as important.

Mark as Important   Dismiss

Websites
- https://app.hubspot.com/contacts /124911...
- http://www.sorensonmedia.com
- http://www.nimble.com/blog
- https://app.hubspot.com/contacts /124911...
- http://t.co/GGHIV8E14j
- http://twitter.com/equanstrom
- https://app.hubspot.com/contacts /124911...
- http://www.sorensonmedia.com

What the Influencers Are Saying

"**Smart Summary** is another uniquely Nimble feature! When you go to a contact's record, suddenly I have a wealth of public information at my fingertips—automatically.

Smart Summary just fleshes out a picture of your contact beyond anything I've seen in other CRM products. It's a wonderful addition to Nimble's feature set."

—Viveka von Rosen, @LinkedInExpert

"It's like having an assistant to remind you in real time about important details when you have little time and so much noise competing for your attention.

Imagine having someone always at your side (as if you were a head of state) to remind you what university they attended, a spouse's first name, or a shared interest in skiing."

—Jim Keenan, A Sales Guy Consulting"

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What Users are Saying

From @jonbuscall:
"@Nimble Smart Summary Is AWESOME!!! -- http://bit.ly/1fbJNAE"

From @iSocial_Fanz:
"@Nimble @alyson2 Love Smart Summary.. as a heavy user of @Zite I enjoy UI/Content that learns based on what I do & Nimble is great at that."

From @Moe_ran:
"@Nimble is awesome! gets better each time I update. Superlative software. Thanks again."

From @EdTech_Stories:
"When everyone is panning for (Social Media) gold, sell pots & pans" That's the phrase that comes to mind looking at the @nimble dashboard."

Visit the Nimble blog to see more about **Smart Summary.**