

## Adding Contacts to an Account

DataHug allows us to view all the relationship data that exists with an Account. We can see the Contacts that already exist on an Account and the strength of the connections we have there. However, we can also view the relationships that exist with people at the same organization that have not yet been added to Dynamics CRM. With one click we can easily add these missing Contacts to ensure an accurate and up to date CRM.

Taking this Account as an example, DataHug shows us that we know 10 people at Agility Information Megacorp.

Microsoft Dynamics CRM | SALES | Accounts | Agility Information ... | Create | John Maguire | DataHug Demo

ACCOUNT: Agility Information Megacorp

Annual Revenue: \$500,000.00 | No. of Employees: 235 | Owner: John Maguire

DATAHUG FILTER BY: ALL CONNECTIONS (agilityinformationmegacorp.com) CONTACTS AT ACCOUNT

HugRank	Contact Name	Job Title	Email	Last Interaction	Connected Colleagues
10	Joie Kish	CFO	joie.kish@agilityinformationmega...	19 Jan 2014	3
9	Diamond Ewen	Analyst	diamond.ewen@agilityinformatio...	21 Oct 2013	13
8	Evangelina Korth	Developer	evangelina.korth@agilityinformati...	19 Jan 2014	3
7	Staci Loth	CEO	staci.loth@agilityinformationmeg...	19 Jan 2014	3
6	Shantell Shires	Developer	shantell.shires@agilityinformation...	21 Oct 2013	12
5	Natalya Odum	VP Marketing	natalya.odum@agilityinformation...	21 Oct 2013	12
4	Richie Trees	Manager	richie.trees@agilityinformationme...	-	1
3	Piper Gattison	Administrator	piper.gattison@agilityinformation...	-	1

A number of these are key contacts for the Account but they don't actually reside in the CRM.

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5	Natalya Odum	VP Marketing	natalya.odum@agilityinformation...	21 Oct 2013	12
4	Richie Trees	Manager	richie.trees@agilityinformationme...	-	1
3	Piper Gattison	Administrator	piper.gattison@agilityinformation...	-	1

We can easily these people as Contacts on the Account by clicking on the “Add as Contact” icon.

The screenshot shows the Microsoft Dynamics CRM interface for the account 'Agility Information Megacorp'. The 'DataHug' section is active, displaying a list of contacts. A green plus sign icon, used for adding contacts, is circled in orange. The table below lists the contacts:

HugRank	Contact Name	Job Title	Email	Last Interaction	Connected Colleagues	+
	<a href="#">Joie Kish</a>	CFO	<a href="mailto:joie.kish@agilityinformationmega...">joie.kish@agilityinformationmega...</a>	19 Jan 2014	3	+
	<a href="#">Diamond Ewen</a>	Analyst	<a href="mailto:diamond.ewen@agilityinformatio...">diamond.ewen@agilityinformatio...</a>	21 Oct 2013	13	+
	<a href="#">Evangalina Korth</a>	Developer	<a href="mailto:evangelina.korth@agilityinformati...">evangelina.korth@agilityinformati...</a>	19 Jan 2014	3	+
	<a href="#">Staci Loth</a>	CEO	<a href="mailto:staci.loth@agilityinformationmeg...">staci.loth@agilityinformationmeg...</a>	19 Jan 2014	3	+
	<a href="#">Shantell Shires</a>	Developer	<a href="mailto:shantell.shires@agilityinformation...">shantell.shires@agilityinformation...</a>	21 Oct 2013	12	+
	<a href="#">Natalya Odum</a>	VP Marketing	<a href="mailto:natalya.odum@agilityinformation...">natalya.odum@agilityinformation...</a>	21 Oct 2013	12	+
	<a href="#">Richie Trees</a>	Manager	<a href="mailto:richie.trees@agilityinformationme...">richie.trees@agilityinformationme...</a>	-	1	+
	<a href="#">Piper Gattison</a>	Administrator	<a href="mailto:piper.gattison@agilityinformation...">piper.gattison@agilityinformation...</a>	-	1	+

All the key Contacts have now been added to the Account and reside in Dynamics CRM.

The screenshot shows the same Microsoft Dynamics CRM interface for the account 'Agility Information Megacorp'. The 'DataHug' section is active, displaying the same list of contacts. In this view, the contact names 'Joie Kish', 'Diamond Ewen', and 'Evangalina Korth' are circled in orange, indicating they have been added to the account. The table below lists the contacts:

HugRank	Contact Name	Job Title	Email	Last Interaction	Connected Colleagues	+
	<a href="#">Joie Kish</a>	CFO	<a href="mailto:joie.kish@agilityinformationmega...">joie.kish@agilityinformationmega...</a>	19 Jan 2014	3	+
	<a href="#">Diamond Ewen</a>	Analyst	<a href="mailto:diamond.ewen@agilityinformatio...">diamond.ewen@agilityinformatio...</a>	21 Oct 2013	13	+
	<a href="#">Evangalina Korth</a>	Developer	<a href="mailto:evangelina.korth@agilityinformati...">evangelina.korth@agilityinformati...</a>	19 Jan 2014	3	+
	<a href="#">Staci Loth</a>	CEO	<a href="mailto:staci.loth@agilityinformationmeg...">staci.loth@agilityinformationmeg...</a>	19 Jan 2014	3	+
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	<a href="#">Richie Trees</a>	Manager	<a href="mailto:richie.trees@agilityinformationme...">richie.trees@agilityinformationme...</a>	-	1	+
	<a href="#">Piper Gattison</a>	Administrator	<a href="mailto:piper.gattison@agilityinformation...">piper.gattison@agilityinformation...</a>	-	1	+