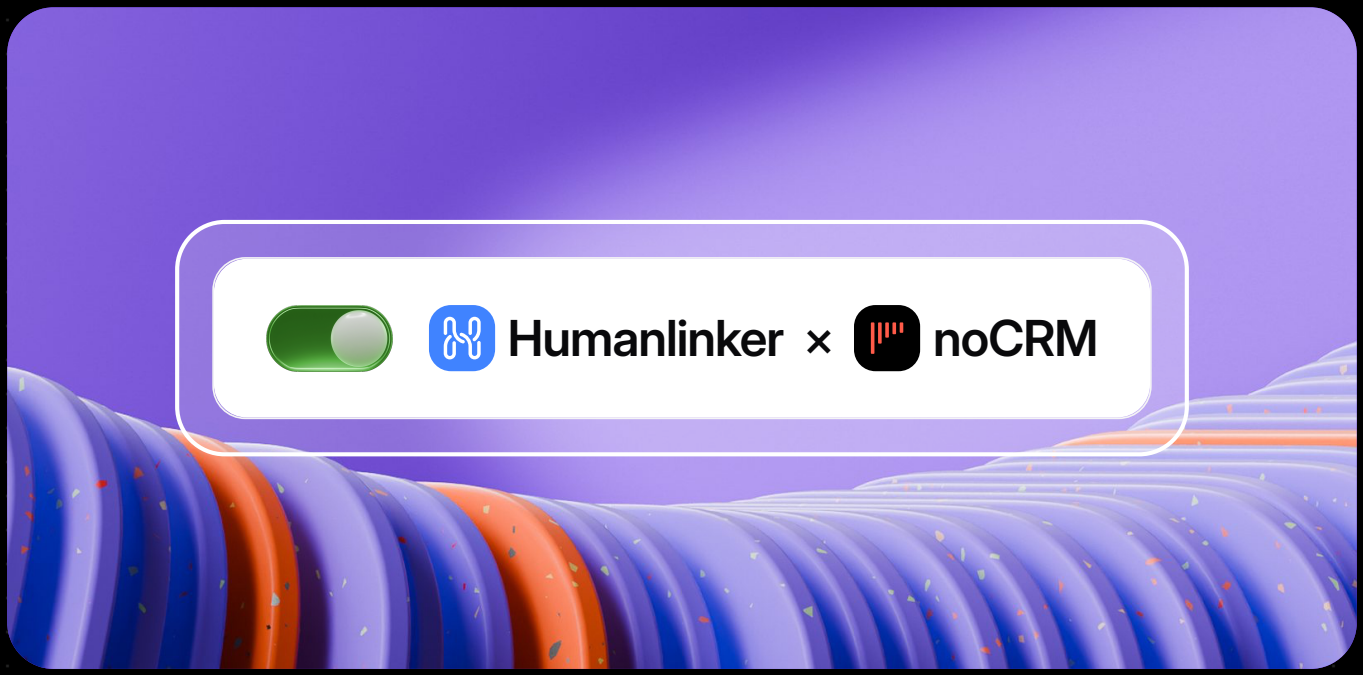
Positive noCRM × humanlinker POSITIVE GROUP COMPANY

OCTOBER 2026

INTEGRATION GUIDE

When the best of CRM meets the best of AI sales engagement & intelligence

Humanlinker now works hand in hand with noCRM. Contacts, recommendations and conversations move between them on their own. Here's how, in five flows.



A WORD FROM THIBAULT

Humanlinker joins the Positive group. And it now works hand in hand with noCRM



Thibault Brioland
Managing Director
Positive noCRM & Positive Humanlinker

Big news: Humanlinker is now part of Positive, the group behind noCRM.

I'm the new Managing Director of both Positive noCRM and Positive Humanlinker, and my job is simple: make these two tools work as one. Humanlinker finds the right people and starts the conversation. noCRM takes it all the way to the signature.

No more exports. No more copy-paste. No more wondering who's already talking to a prospect. Your reps sell, the tools handle the rest.

This Integration Guide shows you the first five flows that make it happen.

Happy reading,

T. Brioland

01

One group. Humanlinker joins Positive, the group behind noCRM.

02

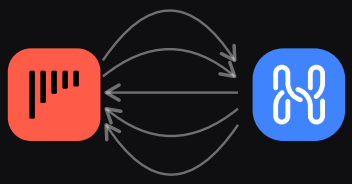
One pipeline. From the first social message to the signed deal.

03

Five flows. Contacts, recommendations, conversations and social profiles already move between the two.

AT A GLANCE

Humanlinker opens the door. noCRM closes the deal. The integration carries everything in between



5 flows connect Humanlinker and noCRM **today**

CSV ~~contacts_export.csv~~

CSV ~~import_v3_final.csv~~

CSV ~~duplicates_cleanup.csv~~

0 CSV files to export, import or clean up

Email sent

Social message

Reply received

100% of Humanlinker conversations logged on the lead **in noCRM**

01 **Add noCRM contacts to Humanlinker campaigns** p. 04
Pick them in Humanlinker, launch the sequence. No export.

02 **Get contact recommendations without the duplicates** p. 05
New prospects only. Anyone already in noCRM is set aside.

03 **Log every conversation in noCRM, automatically** p. 06
Emails, social messages, comments and calls land on the right lead.

04 **See Humanlinker right inside noCRM** p. 07
The Chrome extension opens it on every lead. No tab switching.

05 **Add social contacts to noCRM in one click** p. 08
The Humanlinker Chrome extension creates the lead for you.

Your noCRM contacts, straight into your campaigns. Pick them in Humanlinker and hit launch

Pick a noCRM list

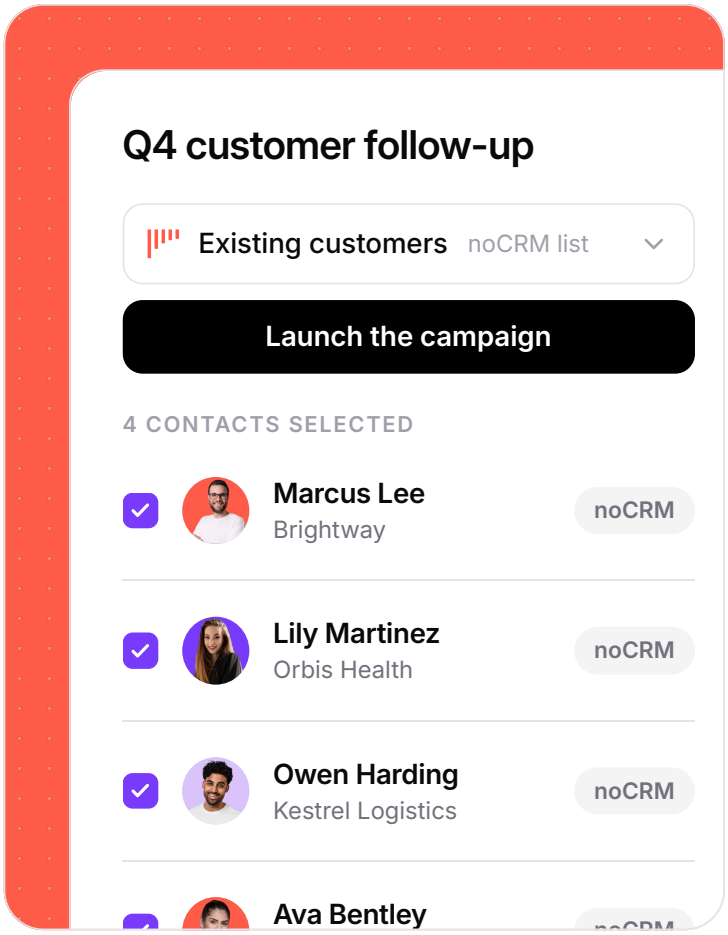
Your noCRM contact lists are right there, inside Humanlinker.

Select who to reach

Check the contacts to follow up with. That's it.

Launch the sequence

Emails and social messages go out from Humanlinker.



BEFORE

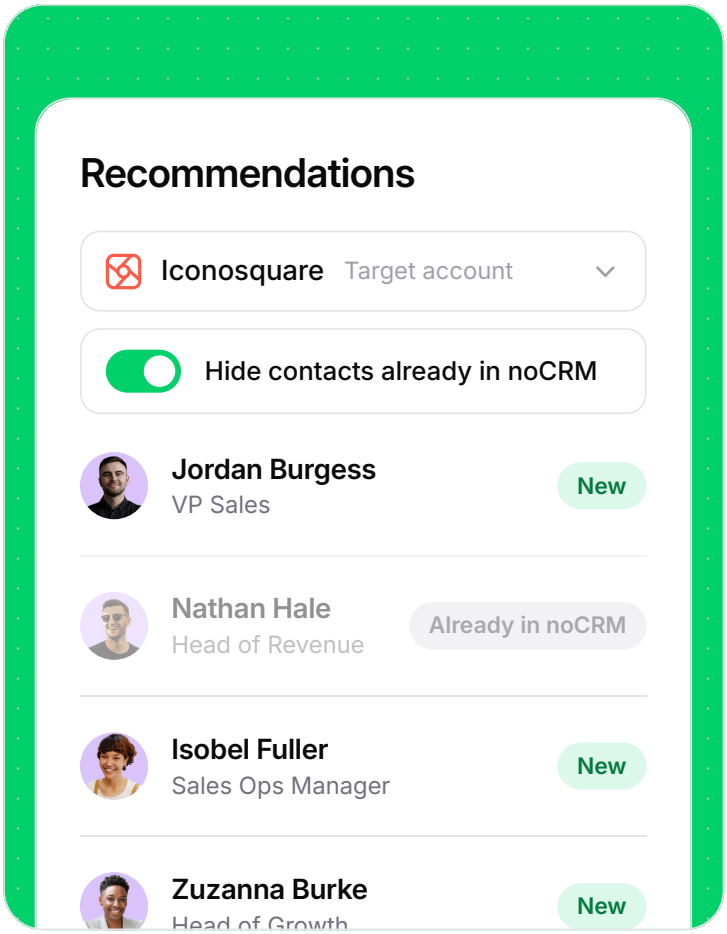
01 ~~Export your contacts from noCRM~~
02 ~~Import a CSV into Humanlinker~~
03 ~~Fix the duplicates and broken columns~~

NOW

01 Pick a noCRM list
02 Check your contacts
03 Launch

GOOD HABIT Start with your existing lists: those contacts already know you, so replies come faster.

New contacts only. Humanlinker recommends the right prospects and skips anyone already in noCRM



Cross-checked with noCRM

Every recommendation is matched with your noCRM contacts.

Duplicates filtered out

Contacts already in noCRM are set aside, automatically.

No double outreach

Two reps never pitch the same person.

BEFORE

01 ~~Search every name in noCRM by hand~~
02 ~~Pitch a customer someone's already talking to~~
03 ~~Wait for Ops to build deduplication files~~

NOW

01 Open the account's recommendations
02 See existing contacts set aside
03 Reach out to new prospects only

GOOD HABIT Before prospecting an account, check who owns it in noCRM. One contact, one rep.

Every conversation, logged on its own. What Humanlinker sends lands on the right lead in noCRM

Logged automatically

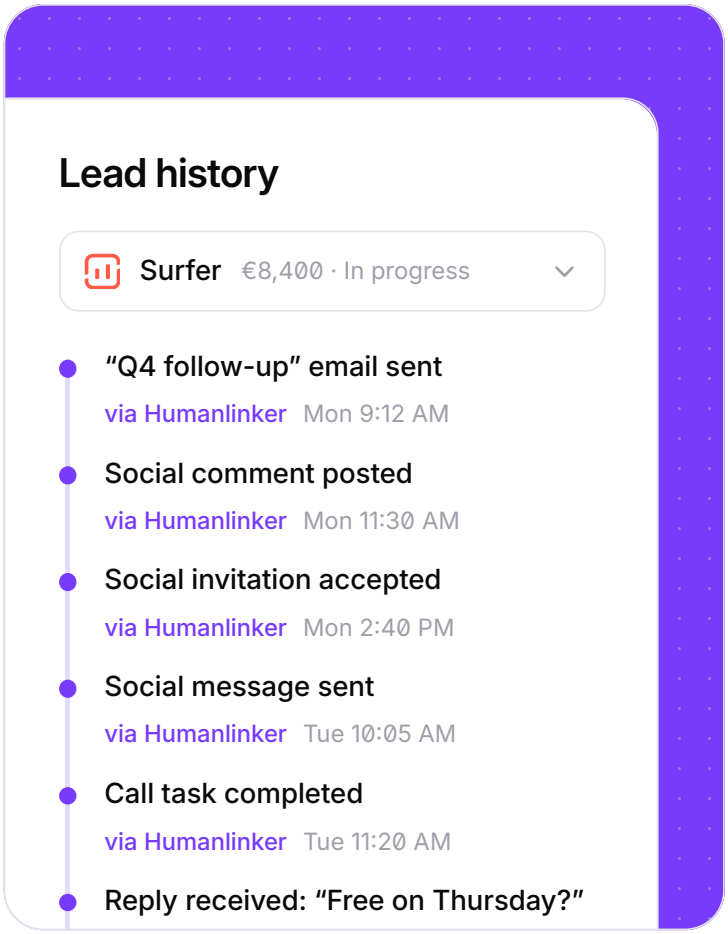
Emails, social messages, comments, calls and replies, all on the lead.

Zero data entry

Your reps write from Humanlinker. noCRM stays up to date.

Full context at handoff

When a prospect turns into a deal, the whole story is already there.



BEFORE

01 ~~Copy-paste every email into noCRM~~
02 ~~Live with half-empty lead histories~~
03 ~~Lose the context when a lead changes hands~~

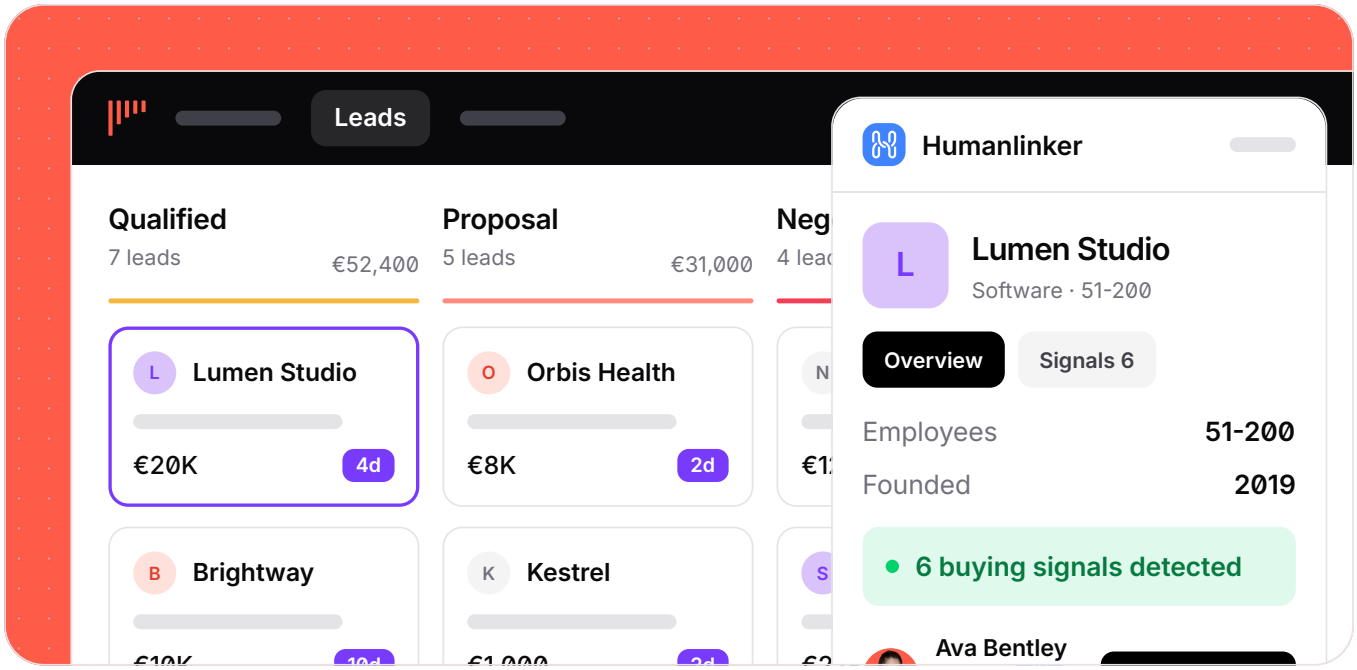
NOW

01 Write from Humanlinker, as usual
02 Find every exchange on the lead
03 Pick up any deal with full context

GOOD HABIT Read the lead's history before every call. Everything Humanlinker sent is already there.

Humanlinker, right inside noCRM.

The Chrome extension opens it on every lead, no tab switching



Opens on the lead

Select a lead in noCRM, the Humanlinker panel opens on the side.

Insights in context

Company details, buying signals and the right contacts, without leaving noCRM.

Act from there

Add a contact to a sequence in one click.

BEFORE

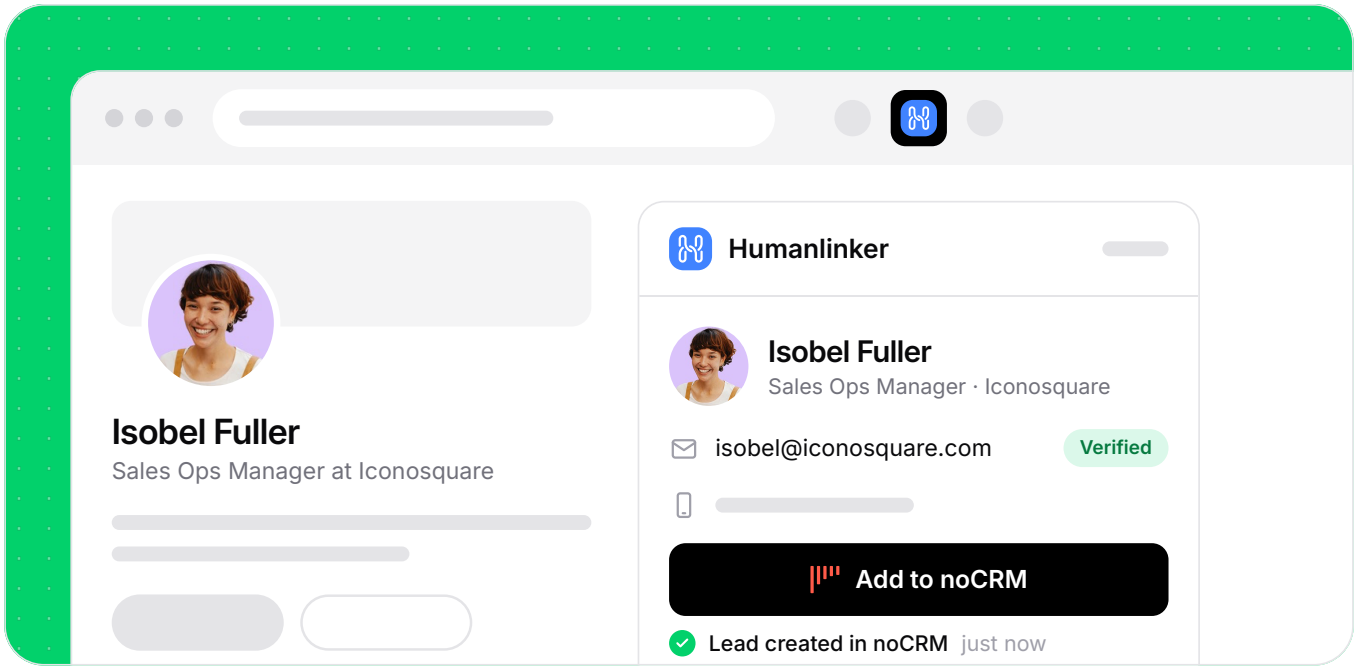
01 ~~Switch tabs to look someone up~~
02 ~~Copy names from noCRM into Humanlinker~~
03 ~~Lose the thread between the two tools~~

NOW

01 Open a lead in noCRM
02 See Humanlinker on the side
03 Add to a sequence from there

GOOD HABIT Keep the panel open while you work your pipeline. Every lead comes with its insights.

From social to noCRM in one click. The Humanlinker Chrome extension creates the lead for you



Spot them on social

Open a profile, the extension is already there.

One click to add

The contact lands in your noCRM pipeline as a new lead.

Details filled in

Name, title, company and profile link come along.

BEFORE

01 ~~Copy the name from the social profile~~
02 ~~Create the lead in noCRM by hand~~
03 ~~Paste the title, company and URL~~

NOW

01 Open the social profile
02 Click Add to noCRM
03 Find the lead in your pipeline

GOOD HABIT Add prospects as you find them. Your pipeline grows while you browse.

Humanlinker

WHAT'S NEXT?

Prospect in Humanlinker. Close in noCRM

Turn on the integration and let contacts, recommendations and conversations sync on their own.

Turn on the integration

noCRM

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