

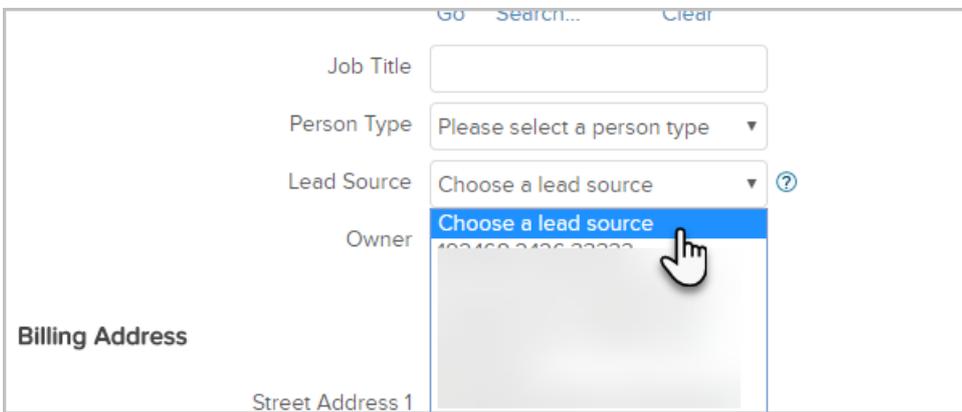
Manually assign a lead source to a contact 🔗

This article applies to:

Lead sources are automatically created and assigned when a contact fills out a form online or makes a purchase. However, you will need to manually assign a lead source to contacts you add to Max Classic manually. A lead source is defined as the first point of contact. This can be tracked when the first point of contact is online. If a contact's first point of contact is in person or by phone, you may need to ask the contact how they first learned about your business.

The ability to update a contact's lead source or mass update a list of people is controlled through user [permissions](#).

Open the contact record and on the left side the lead page, select a lead source from the drop-down and click on the **Save** button at the bottom of the page.



The screenshot shows a contact form with the following fields and options:

- Job Title:
- Person Type:
- Lead Source: (dropdown menu is open, showing "Choose a lead source" as the selected option, with a hand cursor pointing to it)
- Owner:
- Billing Address:

At the top of the form, there are search and navigation options: "Go Search...", "Clear", and a question mark icon.