

# Setup Guide

This guide will walk you through setting up the LinkedIn Sales Navigator Scraper workflows.

## Prerequisites

Before you begin, make sure you have:

- 1. An n8n instance (self-hosted or cloud)
- 2. A LinkedIn Sales Navigator account
- 3. An Apify account
- 4. A Supabase account
- 5. An Apollo.io account

## Step 1: Set Up Supabase

- 1. Create a new project in Supabase
- 2. Create a new table called `simple_leads` with the following columns:

Column Name	Type	Description
id	uuid	Primary key
first_name	text	First name of the lead
last_name	text	Last name of the lead
job_title	text	Job title of the lead
company	text	Company name
company_industry	text	Industry of the company
location	text	Location of the lead
linkedinUrl	text	LinkedIn profile URL
email	text	Email address (will be filled by enrichment)
enriched	boolean	Whether the lead has been enriched
enrichment_data	json	Additional enrichment data

- 3. Get your Supabase API URL and API Key from the project settings

## Step 2: Set Up Apify

- 1. Create an account on Apify.com
- 2. Go to Account Settings > Integrations
- 3. Copy your API Key

## Step 3: Set Up Apollo.io

- 1. Create an account on Apollo.io
- 2. Go to Settings > API
- 3. Generate and copy your API Key

## Step 4: Import Workflows into n8n

- 1. Download the workflow files from this documentation
- 2. Open your n8n instance
- 3. Go to Workflows
- 4. Click "Import from File"
- 5. Select the downloaded workflow files
- 6. Import both the Lead Generation and Lead Enrichment workflows

## Step 5: Configure Credentials in n8n

1. In n8n, go to Settings > Credentials
2. Add your Supabase credentials
3. Update the Apollo.io API key in the HTTP Request node of the Lead Enrichment workflow
4. Update the Apify API key placeholder in the Lead Generation workflow

## Step 6: Get Your LinkedIn Cookie

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1. Log in to LinkedIn Sales Navigator
2. Open your browser's developer tools (F12)
3. Go to the Application tab
4. Under Storage, select Cookies and then the LinkedIn domain
5. Copy all cookies and format them as a JSON object

## Step 7: Activate and Run the Workflows

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1. Activate both workflows in n8n
2. Access the form URL provided by the Lead Generation workflow
3. Fill in the form with your LinkedIn cookie, search URL, and Apify API key
4. Submit the form to start the scraping process

## Troubleshooting

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### Common Issues

1. **LinkedIn Cookie Format:** Make sure your LinkedIn cookie is properly formatted as a JSON object
2. **API Keys:** Double-check that all API keys are correctly entered
3. **Supabase Table Structure:** Ensure your Supabase table has all the required columns
4. **n8n Connections:** Verify that all node connections in the workflows are intact

### Getting Help

If you encounter issues with the workflows, check the following resources:

1. n8n documentation: <https://docs.n8n.io/>
2. Apify documentation: <https://docs.apify.com/>
3. Apollo.io API documentation: <https://apolloio.github.io/apollo-api-docs/>
4. Supabase documentation: <https://supabase.com/docs>

You are an assistant that helps with setting up and using the LinkedIn Sales Navigator Scraper workflow. This workflow automates lead generation and enrichment using n8n, Apify, and Apollo.io.

**WORKFLOW OVERVIEW:** The LinkedIn Sales Navigator Scraper consists of two main workflows:

1. Lead Generation - Scrapes LinkedIn Sales Navigator search results and stores them in a Supabase database
2. Lead Enrichment - Enriches the leads with email addresses and additional data using Apollo.io

**PREREQUISITES:**

- An n8n instance (self-hosted or cloud)
- A LinkedIn Sales Navigator account
- An Apify account with access to the LinkedIn Sales Navigator Search Scraper
- A Supabase account and database
- An Apollo.io account for lead enrichment

**SETUP INSTRUCTIONS:**

1. Create a table in your Supabase database with the following structure:
  - id (uuid, primary key)
  - first\_name (text)
  - last\_name (text)
  - job\_title (text)
  - company (text)
  - company\_industry (text)
  - location (text)
  - linkedInUrl (text, unique)
  - email (text)
  - enriched (boolean, default false)
  - enrichment\_data (jsonb)
2. Get your API keys:
  - Apify API key from the Apify console
  - Apollo.io API key from your account settings
  - Supabase URL and API key from your project settings
3. Import the workflow files into your n8n instance:
  - Lead\_Generation.json
  - Lead\_Enrichment.json
4. Configure your credentials in n8n

5. Get your LinkedIn cookie in JSON format:

- Log in to LinkedIn Sales Navigator
- Open your browser's developer tools (F12)
- Go to the "Application" tab
- Under "Storage", select "Cookies" and then the LinkedIn domain
- Copy all cookies and format them as a JSON object

6. Run the Lead Generation workflow:

- Fill in the form with your LinkedIn cookie, search URL, and Apify API key
- Submit the form to start the scraping process

7. The Lead Enrichment workflow will automatically run after the Lead Generation workflow completes

TROUBLESHOOTING:

- If the workflow fails, check your API keys and LinkedIn cookie format
- Ensure your Supabase database has the correct structure
- Check the n8n logs for specific error messages

When asked questions about this workflow, provide detailed, step-by-step instructions based on this information.

## Frequently Asked Questions

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### General Questions

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#### What is the LinkedIn Sales Navigator Scraper?

The LinkedIn Sales Navigator Scraper is a set of n8n workflows that allows you to automate lead generation and enrichment by scraping LinkedIn Sales Navigator search results and enriching the leads with email addresses and additional data.

#### Is this legal to use?

Web scraping exists in a legal gray area. While it's not illegal per se, it may violate LinkedIn's Terms of Service. Use this tool at your own risk and for educational purposes only. We recommend:

1. Respecting rate limits
2. Not scraping sensitive personal information
3. Using the data in compliance with privacy laws like GDPR and CCPA

#### What technologies are used in this project?

- n8n for workflow automation
- Apify for web scraping
- Apollo.io for lead enrichment
- Supabase for database storage
- Next.js and Tailwind for documentation

### Setup Questions

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#### How do I get my LinkedIn cookie?

1. Log in to LinkedIn Sales Navigator
2. Open your browser's developer tools (F12)
3. Go to the "Application" tab
4. Under "Storage", select "Cookies" and then the LinkedIn domain
5. Copy all cookies and format them as a JSON object

#### How many leads can I scrape?

The number of leads you can scrape depends on:

1. Your LinkedIn Sales Navigator account type
2. Apify's rate limits
3. Apollo.io's API limits

With a standard setup, you can typically scrape and enrich a few hundred leads per day.

#### How much does this cost to run?

The costs associated with running these workflows include:

1. LinkedIn Sales Navigator subscription (starting at \$99/month)
2. Apify costs (pay-as-you-go or subscription)
3. Apollo.io subscription (various tiers available)
4. n8n hosting (self-hosted or cloud)
5. Supabase hosting (free tier available)

## Troubleshooting

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### The workflow fails when retrieving the dataset

This usually happens when the Apify scraper is still running. The workflow includes a wait node that will retry after a few minutes. If it continues to fail:

1. Check the Apify console to see if the scraper is still running
2. Verify that your Apify API key is correct
3. Increase the wait time in the Wait node

### The lead enrichment is not finding email addresses

Apollo.io's ability to find email addresses depends on various factors:

1. The completeness of the lead's LinkedIn profile
2. The availability of the company's email pattern
3. Your Apollo.io subscription tier

Try enriching leads from larger, more established companies for better results.

### How do I update the workflows?

To update the workflows:

1. Download the latest workflow files from this documentation
2. In n8n, go to the workflow you want to update
3. Click on the three dots in the top right corner
4. Select "Import from File"
5. Choose the downloaded workflow file
6. Confirm the import

## Advanced Usage

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### Can I customize the workflows?

Yes, you can customize the workflows in n8n to:

1. Add additional data processing steps
2. Integrate with other tools (CRM, email marketing, etc.)
3. Modify the scraping parameters
4. Change the enrichment process

### How do I schedule the workflows to run automatically?

In n8n, you can:

1. Replace the form trigger with a schedule trigger
2. Set the frequency (daily, weekly, etc.)
3. Configure the workflow to run automatically

Note that you'll need to hardcode the LinkedIn cookie, search URL, and API keys if you use a schedule trigger.

### Can I export the leads to other systems?

Yes, you can add nodes to the workflows to export the leads to:

1. CRM systems (Salesforce, HubSpot, etc.)
2. Email marketing platforms (Mailchimp, SendGrid, etc.)
3. Spreadsheets (Google Sheets, Excel, etc.)
4. Other databases or applications

## Lead Enrichment Workflow

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The Lead Enrichment workflow enriches your leads with email addresses and additional data using the Apollo.io API.

### Workflow Overview

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This workflow performs the following steps:

1. Retrieves unenriched leads from your Supabase database
2. Processes the leads in batches
3. Calls the Apollo.io API to enrich the leads with email addresses and additional data
4. Updates the leads in your Supabase database with the enriched data

### Prerequisites

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Before setting up the Lead Enrichment workflow, you'll need:

- An Apollo.io account and API key
- A Supabase account and database (same as for Lead Generation)
- The Lead Generation workflow set up and running

## Setup Instructions

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### 1. Download and Import the Workflow

First, download the Lead Enrichment workflow file and import it into your n8n instance.

### 2. Configure Your Credentials

In n8n, configure the following credentials:

- Supabase API credentials (same as for Lead Generation)
- Update the Apollo.io API key in the HTTP Request node

### 3. Run the Workflow

The Lead Enrichment workflow can be run in two ways:

1. Automatically triggered by the Lead Generation workflow
2. Manually triggered using the "When clicking 'Test workflow'" trigger

## Workflow Nodes Explanation

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### Manual Trigger

This node allows you to manually trigger the workflow for testing or one-time runs.

### Supabase1

Retrieves unenriched leads from your Supabase database (where enriched = FALSE).

### Loop Over Items

Processes the leads in batches to avoid overwhelming the Apollo.io API.

### Edit Fields

Prepares the lead data for the Apollo.io API by formatting it according to the API requirements.

### Aggregate

Aggregates the lead data into a single request for the Apollo.io API.

### HTTP Request

Calls the Apollo.io API to enrich the leads with email addresses and additional data.

### Code1

Processes the response from the Apollo.io API and matches it with the original lead data.

### Supabase2

Updates the leads in your Supabase database with the enriched data, including email addresses and additional information.

## Apollo.io API Integration

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The workflow uses the Apollo.io API to enrich your leads with email addresses and additional data. The API provides:

- Email addresses (personal and work)
- Phone numbers
- Social media profiles
- Company information
- Job history

## Next Steps

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After setting up both workflows, you can:

1. Schedule the Lead Generation workflow to run periodically
2. Export the enriched leads from your Supabase database
3. Use the leads in your CRM or marketing automation platform

# Lead Generation Workflow

The Lead Generation workflow scrapes LinkedIn Sales Navigator search results and stores them in your Supabase database.

## Workflow Overview

This workflow performs the following steps:

1. Collects LinkedIn Sales Navigator search URL, cookie, and Apify API key via a form
2. Triggers the Apify LinkedIn Sales Navigator Scraper
3. Retrieves the scraped data from Apify
4. Processes and stores the leads in your Supabase database
5. Triggers the Lead Enrichment workflow to enrich the leads with email addresses

## Prerequisites

Before setting up the Lead Generation workflow, you'll need:

- An Apify account and API key
- A LinkedIn Sales Navigator account
- Your LinkedIn cookie in JSON format
- A Supabase account and database

## Setup Instructions

### 1. Download and Import the Workflow

First, download the Lead Generation workflow file and import it into your n8n instance.

### 2. Set Up Your Supabase Database

Create a table in your Supabase database with the following structure:

Column Name	Type	Description
id	uuid	Primary key
first_name	text	First name of the lead
last_name	text	Last name of the lead
job_title	text	Job title of the lead
company	text	Company name
company_industry	text	Industry of the company
location	text	Location of the lead
linkendInUrl	text	LinkedIn profile URL
email	text	Email address (will be filled by enrichment)
enriched	boolean	Whether the lead has been enriched
enrichment_data	json	Additional enrichment data

### 3. Configure Your Credentials

In n8n, configure the following credentials:

- Supabase API credentials

## 4. Get Your LinkedIn Cookie

To get your LinkedIn cookie in JSON format:

1. Log in to LinkedIn Sales Navigator
2. Open your browser's developer tools (F12)
3. Go to the "Application" tab
4. Under "Storage", select "Cookies" and then the LinkedIn domain
5. Copy all cookies and format them as a JSON object

## 5. Run the Workflow

To run the Lead Generation workflow:

1. Activate the workflow in n8n
2. Access the form URL provided by n8n
3. Fill in the form with your LinkedIn cookie, search URL, and Apify API key
4. Submit the form to start the scraping process

## Workflow Nodes Explanation

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### Form Trigger

This node creates a form that collects:

- LinkedIn Cookie (in JSON format)
- LinkedIn Sales Navigator search URL
- Apify API key

### Code Node

Processes the form data and prepares it for the Apify scraper.

### LinkedIn Sales Nav Scraper

Calls the Apify API to start the LinkedIn Sales Navigator scraper with the provided parameters.

### Retrieve Dataset

Retrieves the scraped data from Apify once the scraping is complete.

### Verify Dataset Availability

Checks if the dataset is available and ready for processing.

### If Node

Determines whether to process the data or wait for the dataset to be ready.

### Wait

Waits for a specified time before checking the dataset availability again.

### Supabase

Stores the scraped lead data in your Supabase database.

### Execute Workflow

Triggers the Lead Enrichment workflow to enrich the leads with email addresses.

## Next Steps

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After setting up the Lead Generation workflow, proceed to the Lead Enrichment workflow to enrich your leads with email addresses and additional data.

## LinkedIn Sales Navigator Scraper

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This documentation will guide you through setting up and using the LinkedIn Sales Navigator Scraper workflow to generate and enrich leads automatically.

## Overview

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The LinkedIn Sales Navigator Scraper is a set of n8n workflows that allows you to:

- Scrape leads from LinkedIn Sales Navigator search results
- Store the leads in a Supabase database
- Enrich the leads with email addresses and additional data
- Automate your lead generation and enrichment process

## Prerequisites

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Before you can use the LinkedIn Sales Navigator Scraper, you'll need:

- An n8n instance (self-hosted or cloud)
- A LinkedIn Sales Navigator account
- An Apify account (for the scraper)
- A Supabase account (for the database)
- An Apollo.io account (for lead enrichment)

## Getting Started

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1. Follow the setup guide to configure your environment
2. Import the workflows into n8n
3. Configure your credentials
4. Run your first scrape

## Documentation

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- [Setup Guide](#)
- [Lead Generation Workflow](#)
- [Lead Enrichment Workflow](#)
- [FAQ](#)

## License

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