

Real Estate Lead Intake Validation Checklist for n8n

Use this checklist before a lead record reaches your CRM or follow-up queue. Keep every example synthetic until the full route has been reviewed.

1. Required data ☐ A stable lead or source reference is present. ☐ At least one approved contact field is present. ☐ Source, stage, and received timestamp use documented values.	4. Failure behavior ☐ Invalid input returns a visible structured error and appropriate HTTP status. ☐ Failure paths do not silently continue to the CRM handoff. ☐ A synthetic failure fixture exists for every major validation rule.
2. Consent and contact boundary ☐ The relevant consent state is explicit, not inferred from a missing value. ☐ Missing or negative consent blocks the relevant follow-up route. ☐ No outbound message step is active before channel rules are approved.	5. Before activation ☐ Import inactive and test with synthetic data only. ☐ Confirm that the template has no credential bindings. ☐ Run both success and failure fixtures before mapping production systems. ☐ Review retention, access, deletion, suppression, and final approval.
3. Normalization ☐ Email, phone, source, and stage values are normalized consistently. ☐ Empty optional values remain explicit instead of becoming misleading defaults. ☐ The handoff contains only fields required by the next step.	

Implementation boundary

A technical consent flag does not create valid consent or establish a lawful basis. Your organization remains responsible for notices, retention, access controls, vendor terms, rights handling, and legal review.

Need a tested starting point?

Three editable workflows, six synthetic fixtures, built-in nodes, no credentials, and no automatic outreach.
Complete Kit: USD 69 one-time
[p001-real-estate-lead-kit.pages.dev](#)