

# Working with Stages in Mautic



## What are stages?

Stages are a way to organize your contacts based on where they are in your marketing funnel. For example, you might have a "prospects" stage for contacts who have shown interest in your product or service, but haven't yet made a purchase. You might have a "customers" stage for contacts who have made a purchase, and a "loyal customers" stage for contacts who have made multiple purchases or engaged with your brand in other ways.

## Why use stages in marketing?

Using stages in marketing can help you:

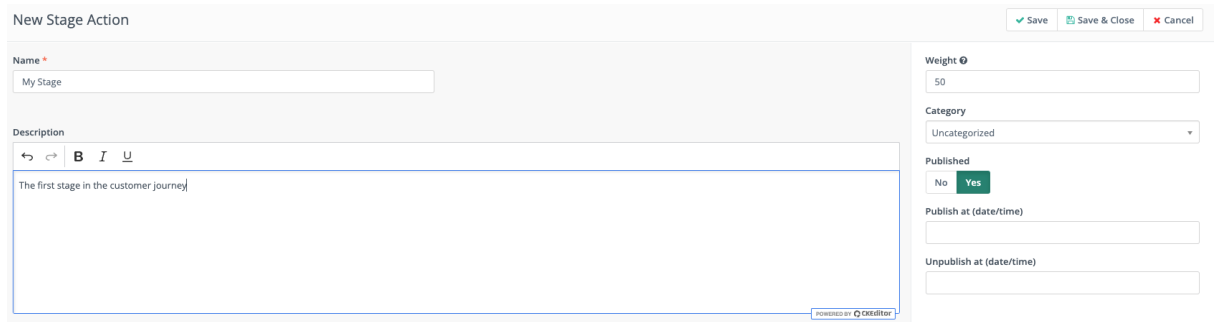
- Organize your contacts and campaigns
- Automate your marketing efforts
- Personalize your messaging to each stage of the funnel
- Improve customer engagement and retention
- Increase conversions and revenue

## How to set up stages in Mautic

To set up stages in Mautic, follow these steps:

1. Log into Mautic and on the left menu, click on "Stages".

2. Click "New" to create a new stage.



The screenshot shows the 'New Stage Action' form in Mautic. The form is divided into two main sections: a left section for stage details and a right sidebar for configuration. The left section has a 'Name' field with the value 'My Stage' and a 'Description' field with the text 'The first stage in the customer journey'. The right sidebar contains fields for 'Weight' (set to 50), 'Category' (set to 'Uncategorized'), a 'Published' toggle (set to 'Yes'), and fields for 'Publish at (date/time)' and 'Unpublish at (date/time)'. At the top right of the form are buttons for 'Save', 'Save & Close', and 'Cancel'. At the bottom right of the description field is a 'POWERED BY OxidEditor' logo.

4. Give your stage a name and description.
5. Choose the color you want to use to represent the stage.
6. Set the weight for this stage. Remember that Contacts cannot move to a stage that has a lower weight - they can only move in one direction.
7. Save your stage.

Repeat these steps for each stage you want to create.

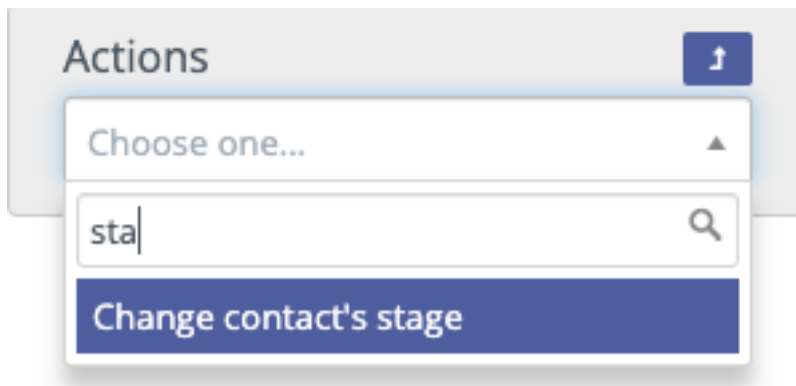
Read more in the [documentation on Stages](#).

## How to transition users through the stages using campaigns

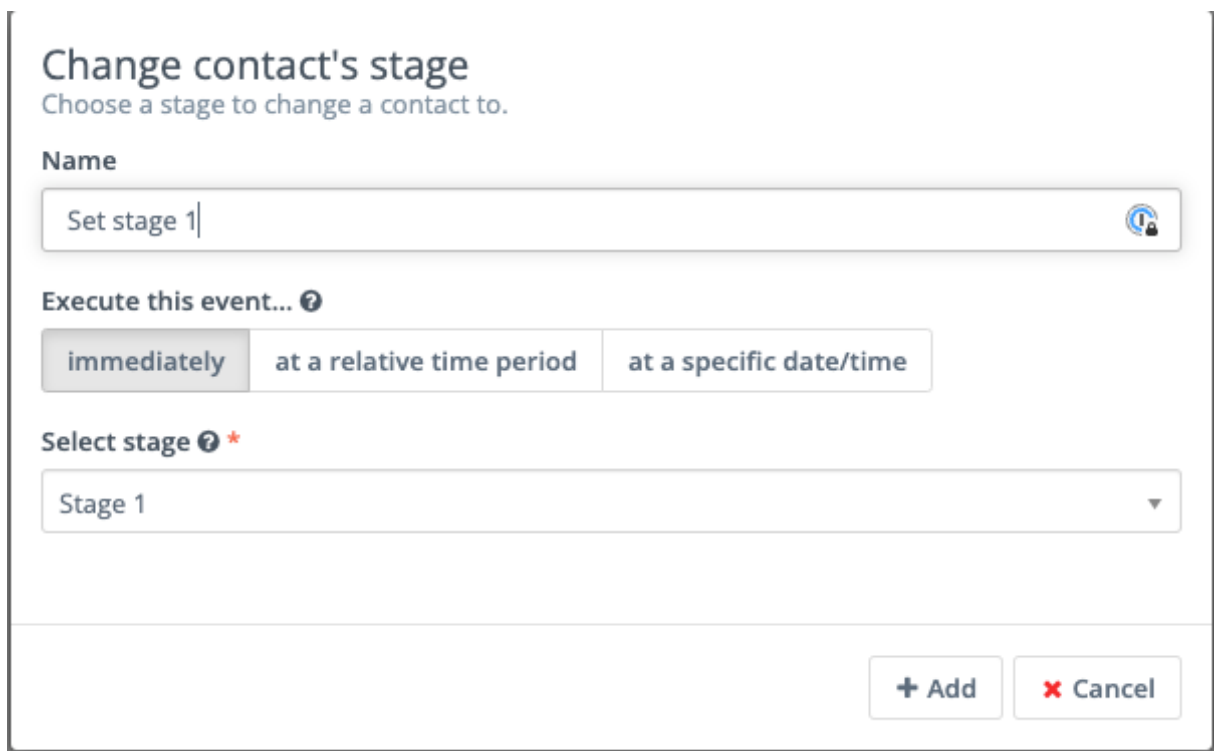
Once you've set up your stages in Mautic, you can use them to automate your marketing campaigns. To transition users through the stages using campaigns, follow these steps:

1. Create a new campaign in Mautic.

2. Choose the trigger that will start the campaign. For example, you might choose to trigger the campaign when a contact joins a specific segment or completes a form.
3. Create your campaign actions. These might include updating the Contact's stage based on certain conditions



The screenshot shows a grey box labeled 'Actions' with a blue upward arrow icon. Below it is a search bar with the text 'Choose one...' and a small upward arrow. Below the search bar is a search input field containing the text 'sta' and a magnifying glass icon. Below the search input field is a blue button with the text 'Change contact's stage'.



The screenshot shows a dialog box titled 'Change contact's stage' with the subtitle 'Choose a stage to change a contact to.' Below the title is a 'Name' field with the text 'Set stage 1' and a lock icon. Below the name field is a section titled 'Execute this event...' with a help icon. This section contains three tabs: 'immediately' (selected), 'at a relative time period', and 'at a specific date/time'. Below the tabs is a 'Select stage' field with a help icon and a red star, showing 'Stage 1' in a dropdown menu. At the bottom right are two buttons: '+ Add' and 'X Cancel'.

### Contact stages

Condition that the contact belongs to at least one of the selected stages.

**Name**

**Execute this event...** ?

immediately

at a relative time period

at a specific date/time

**Stage**

Stage 1 ×

+ Add

✖ Cancel

## How to align stages in Mautic with your business workflows

To align stages in Mautic with your business workflows, consider the following:

- How do you define a lead?
- What are the steps a lead takes before becoming a customer?
- How do you define a customer?
- What are the steps a customer takes before becoming a loyal customer?
- What are the steps a loyal customer takes to become an advocate?

By mapping out your customer journey and aligning your stages with your

business workflows, you can create a more effective marketing strategy using stages in Mautic.

**Note:** Remember that Contacts cannot move to a stage that has a lower weight - they can only move in one direction.

Online URL: <https://kb.mautic.org/article/working-with-stages-in-mautic.html>