## Lead Generation, Events and Market Intelligence are Top Priorities for Marketers

How important are the following tactics to your overall marketing strategy and execution?

	Extremely Important	Very Important	Important	Unimportant
Lead Generation	62%	30%	6%	2%
Events	46%	33%	19%	2%
Market Intelligence / Data	41%	39%	18%	2%

Source: TechValidate survey of 54 users of HIMSS





