Prevent double-messaging across email and LinkedIn

```
{
  "name": "Two-Way Blocklist Sync between Instantly and HeyReach
(Template)",
  "nodes": [
    {
      "parameters": {
        "content": "# Goal\n\nKeep both platforms' blocklists in
perfect sync automatically.\n\nWhenever a lead is marked as interested
or uninterested in Instantly, it's added to a dedicated HeyReach
exclude list.\n\nAnd whenever a reply is received in HeyReach, that
contact is automatically added to the Instantly blocklist, ensuring no
cross-outreach conflicts.",
        "height": 240,
        "width": 4620,
        "color": 5
      },
      "type": "n8n-nodes-base.stickyNote",
      "position": [
        1888,
        -3328
      ],
      "typeVersion": 1,
```

```json
    "id": "8c2b7051-6c4e-4640-a8d9-fd26f857cd12",

    "name": "Sticky Note"

  },

  {

    "parameters": {

      "content": "# Flow 1: Instantly → HeyReach\n\n",

      "height": 100,

      "width": 4620,

      "color": 6

    },

    "type": "n8n-nodes-base.stickyNote",

    "position": [

      1888,

      -2976

    ],

    "typeVersion": 1,

    "id": "59ed2383-8ad9-4f69-8d04-25663f4b2dba",

    "name": "Sticky Note1"

  },

  {

    "parameters": {

      "content": "# Flow 2: HeyReach → Instantly",

      "height": 100,

      "width": 4620,
```

```
      "color": 6
    },
    "type": "n8n-nodes-base.stickyNote",
    "position": [
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      928
    ],
    "typeVersion": 1,
    "id": "6d11ee00-73ba-479b-b42f-2dfd033f2daf",
    "name": "Sticky Note2"
  },
  {
    "parameters": {
      "content": "### **Setup: Every Message Received on
HeyReach**\n\n#### **Steps**\n\n1. Go to your **HeyReach dashboard** →
**Integrations** → **Webhooks**.  \n2. Click **Add Webhook**.  \n3.
Copy your **n8n Webhook URL** (from the *Every Message Received on
HeyReach* node) and paste it in the **Webhook URL** field.  \n4. Save
the integration.\n\nThis will send every new message or reply event
from HeyReach to your n8n workflow automatically.\n",
      "height": 960,
      "width": 400,
      "color": 4
    },
    "type": "n8n-nodes-base.stickyNote",
    "position": [
```

```
      2592,

      1712

    ],

    "typeVersion": 1,

    "id": "4b63089e-84da-4cef-a4dd-f5db5dcdbda7",

    "name": "Sticky Note6"

  },

  {

    "parameters": {

      "httpMethod": "POST",

      "path": "007633c1-2f71-4507-a276-b48f6b809d90",

      "options": {}

    },

    "type": "n8n-nodes-base.webhook",

    "typeVersion": 2,

    "position": [

      2400,

      -1040

    ],

    "id": "b2f0ed88-6d54-4a4c-b979-cda69f910566",

    "name": "Uninterested Lead in Instantly1",

    "webhookId": "007633c1-2f71-4507-a276-b48f6b809d90"

  },

  {
```

```
"parameters": {
  "resource": "list",
  "operation": "addLeadsToList",
  "listId": 322883,
  "wrapperLeads": {
    "leads": [
      {
        "firstName": "=Kanika",
        "lastName": "Kumar",
        "profileUrl": "http://www.linkedin.com/in/kanika-kumar",
        "location": "Test",
        "summary": "Test",
        "companyName": "Kargos",
        "position": "Test",
        "about": "Test",
        "emailAddress": "kanika.kumar@kargos.com"
      }
    ]
  },
  "requestOptions": {}
},
"type": "n8n-nodes-heyreach.heyReach",
"typeVersion": 1,
"position": [
```

```
      3904,
      80
    ],
    "id": "dbb996d8-78f4-47b1-86df-f739fbbca477",
    "name": "HeyReach API1",
    "retryOnFail": false,
    "credentials": {
      "heyReachApi": {
        "id": "ugz0KXFXE7aznmAJ",
        "name": "Pari's HeyReach"
      }
    }
  },
  {
    "parameters": {
      "httpMethod": "POST",
      "path": "a9f9a1ca-5b72-4131-a386-2b5b14d73a5b",
      "options": {}
    },
    "type": "n8n-nodes-base.webhook",
    "typeVersion": 2,
    "position": [
      2768,
      2464
```

```
  ],

  "id": "18d3bb4f-134f-4edc-bc41-4b13fd20211f",

  "name": "Every Message Received on HeyReach1",

  "webhookId": "a9f9a1ca-5b72-4131-a386-2b5b14d73a5b"

},

{

  "parameters": {

    "method": "POST",

    "url": "https://api.instantly.ai/api/v2/block-lists-entries",

    "sendHeaders": true,

    "headerParameters": {

      "parameters": [

        {

          "name": "Content-Type",

          "value": "application/json"

        },

        {

          "name": "Authorization",

          "value": "Bearer <your-instantly-api-key>"

        }

      ]

    },

    "sendBody": true,

    "specifyBody": "json",
```

```
      "jsonBody": "{\n  \"bl_value\": \"johndoe@test.com\"\n}",

      "options": {}

    },

    "type": "n8n-nodes-base.httpRequest",

    "typeVersion": 4.2,

    "position": [

      4192,

      3264

    ],

    "id": "c3535289-b605-4e56-9073-e274364b32b4",

    "name": "Instantly Blocklist3"

  },

  {

    "parameters": {

      "httpMethod": "POST",

      "path": "950db965-aa02-45a4-a6c7-31fda8b75a83",

      "options": {}

    },

    "type": "n8n-nodes-base.webhook",

    "typeVersion": 2,

    "position": [

      2400,

      48

    ],
```

```json
    "id": "b29ea76f-3ee5-4d21-8e52-c27e78946239",

    "name": "Interested Lead in Instantly1",

    "webhookId": "950db965-aa02-45a4-a6c7-31fda8b75a83"

  },

  {

    "parameters": {

      "content": "### **Setup: Uninterested Lead in
Instantly**\n\n#### **Steps**\n\n1. Go to **[Instantly
Integrations](https://app.instantly.ai/app/settings/integrations)**.
\n2. Scroll down to the **Webhooks** section and click **Add
Webhook**.  \n3. In the form that appears:  \n   - Paste your **n8n
Webhook URL** (from the *Uninterested Lead in Instantly* node).  \n
   - Set **Event Type** → `lead marked as uninterested`.  \n   - Set
**Campaign** → `Select campaign` *(recommended: All campaigns)*.  \n4.
Click the **Add Webhook** button to save and activate it.\n",

      "height": 1760,

      "width": 620,

      "color": 3

    },

    "type": "n8n-nodes-base.stickyNote",

    "position": [

      2144,

      -2544

    ],

    "typeVersion": 1,

    "id": "0de64f10-3f5b-4f46-8517-9ea28a965bbc",

    "name": "Sticky Note8"
```

```
    },
    {
      "parameters": {
        "content": "### **Setup: Uninterested Lead in
Instantly**\n\n#### **Steps**\n\n1. Go to **[Instantly
Integrations](https://app.instantly.ai/app/settings/integrations)**.
\n2. Scroll down to the **Webhooks** section and click **Add
Webhook**.  \n3. In the form that appears:  \n   - Paste your **n8n
Webhook URL** (from the *Interested Lead in Instantly* node).  \n   -
Set **Event Type** → `lead marked as interested`.  \n   - Set
**Campaign** → `Select campaign` *(recommended: All campaigns)*.  \n4.
Click the **Add Webhook** button to save and activate it.\n",
        "height": 900,
        "width": 620,
        "color": 3
      },
      "type": "n8n-nodes-base.stickyNote",
      "position": [
        2144,
        -656
      ],
      "typeVersion": 1,
      "id": "07a899f9-9795-4c34-8bfc-e34a9f21979d",
      "name": "Sticky Note9"
    },
    {
      "parameters": {
```

```
      "content": "### **Setup: Check for LinkedIn URL (IF
Node)**\n\n#### **Steps**\n\n1. Select the **IF** node in your n8n
workflow.  \n2. Under the **Parameters** tab, configure the following
condition:  \n\n   - **Expression:**  \n     ```js\n      {{
$json.body[\"Linkedin URL\"] }}\n      ```   \n   - **Condition:** `is
empty`\n\n3. This condition checks whether the lead data received from
Instantly contains a LinkedIn URL.  \n\n4. **If TRUE:**  \n   The
LinkedIn URL field is empty → send the lead to **Clay Enrichment** to
find the LinkedIn profile.\n\n5. **If FALSE:**  \n   The LinkedIn URL
field already exists → send the lead directly to **HeyReach API** to
add it to the exclusion list.\n\n#### **Purpose**\nThis step ensures
that every lead sent to HeyReach contains a valid LinkedIn URL.
\n\nIf a lead is missing one, it is enriched automatically before
being added to the exclusion list.",

      "height": 1740,

      "width": 720,

      "color": 3

    },

    "type": "n8n-nodes-base.stickyNote",

    "position": [

      2832,

      -2528

    ],

    "typeVersion": 1,

    "id": "16b6a54a-d454-4743-ad41-2f59f6111aa0",

    "name": "Sticky Note10"

  },

  {

    "parameters": {
```

```
"conditions": {

  "options": {

    "caseSensitive": true,

    "leftValue": "",

    "typeValidation": "strict",

    "version": 2

  },

  "conditions": [

    {

      "id": "c600ccc8-d33e-4f5a-8cb0-88e1da4a7e98",

      "leftValue": "={{ $json.body[\"Linkedin URL\"] }}",

      "rightValue": "",

      "operator": {

        "type": "string",

        "operation": "empty",

        "singleValue": true

      }

    }

  ],

  "combinator": "and"

},

"options": {}

},

"type": "n8n-nodes-base.if",
```

```
    "typeVersion": 2.2,

    "position": [

      3120,

      -1040

    ],

    "id": "4243c0a7-1050-492c-970a-3ccb2cb74ef4",

    "name": "Check for LinkedIn URL"

  },

  {

    "parameters": {

      "method": "POST",

      "url":
"https://api.clay.com/v3/sources/webhook/pull-in-data-from-a-webhook-0
724cb77-c06b-42a7-9001-dc9e67f69eab",

      "sendBody": true,

      "bodyParameters": {

        "parameters": [

          {

            "name": "=FirstName",

            "value": "={{ $json.body.firstName }}"

          },

          {

            "name": "LastName",

            "value": "={{ $json.body.lastName }}"

          },
```

```json
      {
        "name": "CompanyName",
        "value": "={{ $json.body.companyName }}"
      },
      {
        "name": "Domain",
        "value": "={{ $json.body.website }}"
      },
      {
        "name": "Email",
        "value": "={{ $json.body.email }}"
      }
    ]
  },
  "options": {}
},
"type": "n8n-nodes-base.httpRequest",
"typeVersion": 4.2,
"position": [
  3968,
  -1056
],
"id": "8696012a-aba5-40ad-a27c-5991200af375",
"name": "Clay Enrichment for Linkedin"
```

```
    },
    {
      "parameters": {
        "content": "### **Step: Clay Enrichment**\n\n####
**Purpose**\nEnrich the lead data (missing LinkedIn URL) using the
**Clay API** before sending it to HeyReach.  \nThis step ensures that
every lead has a valid LinkedIn profile, which is required by
HeyReach.\n\n#### **Configuration Steps**\n\n1. **Select the Clay
Enrichment node** in your workflow.  \n2. Under **Parameters**,
configure as follows:  \n   - **HTTP Method:** `POST`  \n   - **URL:**
\n       ```\n
https://api.clay.com/v3/sources/webhook/pull-in-data-from\n     ```\n
- **Authentication:** `None`  \n   - **Send Body:** Enabled  \n   -
**Body Content Type:** `JSON`\n   - **Specify Body:** Using Fields
Below\n\n3. **Add the following Body Parameters:**\n   ```json\n   {\n
\"FirstName\": \"{{ $json.body.firstName }}\",\n     \"LastName\":
\"{{ $json.body.lastName }}\",\n     \"CompanyName\": \"{{
$json.body.companyName }}\",\n     \"Email\": \"{{ $json.body.email
}}\"\n   }\n",
        "height": 1740,
        "width": 780,
        "color": 3
      },
      "type": "n8n-nodes-base.stickyNote",
      "position": [
        3600,
        -2528
      ],
      "typeVersion": 1,
      "id": "22c0d8ef-04b0-45bd-b189-4ff0e3a3f664",
```

```
      "name": "Sticky Note11"
    },
    {
      "parameters": {
        "httpMethod": "POST",
        "path": "6ee99282-0724-4060-b68d-d84628701fac",
        "options": {}
      },
      "type": "n8n-nodes-base.webhook",
      "typeVersion": 2,
      "position": [
        4688,
        -1024
      ],
      "id": "fb865558-edca-4fac-959d-bf2f8fad220d",
      "name": "Enriched Lead from Clay2",
      "webhookId": "6ee99282-0724-4060-b68d-d84628701fac"
    },
    {
      "parameters": {
        "content": "### **Step: Enriched Lead from Clay**\n\n####
**Purpose**\nReceive enriched lead data (including the LinkedIn URL)
from Clay back into n8n.  \nThis step captures the webhook response
that Clay sends once the enrichment process is complete.\n\n\n####
**Configuration Steps**\n\n\n1. **Select the "Enriched Lead from Clay"
node** in your workflow.  \n2. Under the **Parameters** tab, configure
```

```
it as follows:\n  - **HTTP Method:** `POST`  \n  -
**Authentication:** `None`  \n  - **Respond:** `Immediately`\n\n3.
Copy the **Webhook URL** (from this node) and paste it inside Clay as
the **callback URL** for your enrichment output.  \n  - This allows
Clay to send the enriched data directly back to n8n once the
enrichment is finished.\n\n4. The webhook will receive the following
enriched lead data from Clay:\n   ```json\n    {\n      \"firstName\":
\"Jane\",\n      \"lastName\": \"Doe\",\n      \"companyName\":
\"DemoCorp\",\n      \"linkedInURL\":
\"https://www.linkedin.com/in/jane-doe\",\n      \"email\":
\"jane@democorp.com\"\n    }\n",

        "height": 1740,

        "width": 680,

        "color": 3

      },

      "type": "n8n-nodes-base.stickyNote",

      "position": [

        4448,

        -2528

      ],

      "typeVersion": 1,

      "id": "83fa29c0-432f-429a-94f8-467c89e12b01",

      "name": "Sticky Note12"

    },

    {

      "parameters": {

        "resource": "list",

        "operation": "addLeadsToList",

        "listId": 322883,
```

```json
      "wrapperLeads": {

        "leads": [

          {

            "firstName": "Chris",

            "lastName": "=Villa",

            "profileUrl":
"https://www.linkedin.com/in/christophermvilla",

            "location": "Test",

            "summary": "Test",

            "companyName": "EBQ",

            "position": "Test",

            "about": "Test",

            "emailAddress": "chris.villa@ebq.com"

          }

        ]

      },

      "requestOptions": {}

    },

    "type": "n8n-nodes-heyreach.heyReach",

    "typeVersion": 1,

    "position": [

      5600,

      -1024

    ],
```

```
      "id": "9b160e3b-f3d6-4645-8835-2d1f1fe9df66",

      "name": "HeyReach API (Add Enriched Lead to Exclusion List)",

      "retryOnFail": false,

      "credentials": {

        "heyReachApi": {

          "id": "ugz0KXFXE7aznmAJ",

          "name": "Pari's HeyReach"

        }

      }

    },

    {

      "parameters": {

        "content": "### **Step: HeyReach API (Add Enriched Lead to
Exclusion List)**\n\n#### **Purpose**\nReceive enriched lead data
(including the LinkedIn URL) from Clay back into n8n. \nThis step
captures the webhook response that Clay sends once the enrichment
process is complete.\n\n\n#### **Configuration Steps**\n\n1. Select
the **HeyReach API** node in your workflow. \n2. Under the
**Parameters** tab, configure it as follows: \n   - **Credentials:**
Choose your saved HeyReach API connection. \n   - **Resource:** List
\n   - **Operation:** Add Leads \n   - **List ID:** Enter your
exclusion list ID (for example `322883`). \n\n3. In the **Leads**
section, map the following fields: \n   - **First Name:** `{{
$json.body.firstName }}` \n   - **Last Name:** `{{
$json.body.lastName }}` \n   - **Profile URL:** `{{
$json.body.linkedInURL }}` \n   - **Company Name:** `{{
$json.body.companyName }}` \n   - **Email Address:** `{{
$json.body.email }}` \n\n4. Save the node and connect it to the
previous node **"Enriched Lead from Clay."**\n\n---\n\n**Example
Payload Sent to HeyReach**\n\n```json\n{\n  \"listId\":
your-list-id,\n  \"leads\": [\n    {\n      \"firstName\": \"Jane\",\n
\"lastName\": \"Doe\",\n      \"profileUrl\":
```

\"https://www.linkedin.com/in/jane-doe\",\n   \"companyName\":
\"DemoCorp\",\n   \"emailAddress\": \"jane@democorp.com\"\n   }\n
]\n}\n```\n\n\n**Expected Output** \nHeyReach will confirm the
addition of the lead to your exclusion list with a response similar
to:\n\n\n```\n{\n\"addedLeadsCount\": 1,\n\"updatedLeadsCount\":
0,\n\"failedLeadsCount\": 0\n}\n```\n\n\n---\n\n**Next Step** \nNo
further setup required. Once this executes successfully, your enriched
leads will be added to the HeyReach exclusion list automatically.\n",

        "height": 1720,

        "width": 900,

        "color": 3

      },

      "type": "n8n-nodes-base.stickyNote",

      "position": [

        5184,

        -2528

      ],

      "typeVersion": 1,

      "id": "d4eaa202-0b49-4a5b-919a-b02c2b13d4c4",

      "name": "Sticky Note13"

    },

    {

      "parameters": {

        "content": "### **Step: HeyReach API (Add Lead with Existing
LinkedIn URL)**\n\n### **Purpose**\nSend leads that already contain a
valid LinkedIn URL directly from Instantly to HeyReach. \nThis
ensures the lead is added to your exclusion list without going through
enrichment.\n\n\n**Configuration Steps**\n\n1. Select the **HeyReach
API** node in your workflow. \n2. Under the **Parameters** tab,
configure it as follows: \n   - **Credentials:** Choose your saved

HeyReach API connection. \n - **Resource:** List \n - **Operation:** Add Leads \n - **List ID:** Enter your exclusion list ID (for example `322883`). \n\n3. In the **Leads** section, map the following fields: \n - **First Name:** `{{ $json.body.firstName }}` \n - **Last Name:** `{{ $json.body.lastName }}` \n - **Profile URL:** `{{ $json.body[\"Linkedin URL\"] }}` \n - **Company Name:** `{{ $json.body.companyName }}` \n - **Email Address:** `{{ $json.body.email }}` \n\n4. Save the node and connect it to the **FALSE output** of the **Check for LinkedIn URL** node. \n This ensures only leads that already have a LinkedIn profile go through this path.\n\n---\n\n**Example Payload Sent to HeyReach**\n\n",

```
        "height": 920,

        "width": 800,

        "color": 3

      },

      "type": "n8n-nodes-base.stickyNote",

      "position": [

        3584,

        -640

      ],

      "typeVersion": 1,

      "id": "dc414472-af1c-4bb6-aeb9-5ca9447b71b1",

      "name": "Sticky Note14"

    },

    {

      "parameters": {

        "content": "### Step: Check for Sender Email\n\n**Purpose**
\nThis condition checks whether the incoming HeyReach lead contains a
valid email address.  \nIt determines whether to send the lead
```

directly to Instantly or first enrich it via Clay.\n\n**How it works**
\n- **If the sender's email exists** → the workflow sends the lead
directly to Instantly's blocklist. \n- **If the sender's email is
missing** → the workflow sends the lead to **Clay for email
enrichment** before blocking.\n\n---\n\n**Condition
Used**\n\n---\n\n**Condition Used**\n```\n{{
$json.body.sender.email_address }} is not empty\n```\n\n---\n\n**Why
this matters** \nSome messages in HeyReach may not include an email
address (for example, LinkedIn replies without contact data). \nThis
check prevents the workflow from failing or sending incomplete data to
Clay or Instantly.\n",

```
      "height": 960,

      "width": 440,

      "color": 4

    },

    "type": "n8n-nodes-base.stickyNote",

    "position": [

      3152,

      1712

    ],

    "typeVersion": 1,

    "id": "c487618c-b747-43fd-ac55-9d1b3cda88e8",

    "name": "Sticky Note15"

  },

  {

    "parameters": {

      "conditions": {

        "options": {

          "caseSensitive": true,
```

```
        "leftValue": "",

        "typeValidation": "strict",

        "version": 2

      },

      "conditions": [

        {

          "id": "cb72f821-d7e8-4fef-af7a-cf1a508170a3",

          "leftValue": "={{ $json.body.sender.email_address }}",

          "rightValue": "",

          "operator": {

            "type": "string",

            "operation": "empty",

            "singleValue": true

          }

        }

      ],

      "combinator": "and"

    },

    "options": {}

  },

  "type": "n8n-nodes-base.if",

  "typeVersion": 2.2,

  "position": [

    3312,
```

```
      2464
    ],
    "id": "2ba029fb-696e-45a7-b6c8-f73c346c7dde",
    "name": "Check for Sender Email"
  },
  {
    "parameters": {
      "content": "### Step: Clay Enrichment\n\n**Purpose**  \nSends
the lead's email and basic info to **Clay** for enrichment whenever
the workflow detects a valid email.\n\n**How it works**  \nThis step
makes a POST request to Clay's webhook endpoint.  \nClay enriches the
data (for example, adds LinkedIn URL or company name) and sends it
back to n8n through the next webhook step.\n\n**Configuration**\n-
Method: `POST`\n- URL:
`https://api.clay.com/v3/sources/webhook/pull-in-data-from-a-webhook`\
n- Auth: None\n- Body: JSON with name + email fields\n\n**Output
Example**\n```json\n{ \"data\": \"OK\" }\n",
      "height": 800,
      "width": 420,
      "color": 4
    },
    "type": "n8n-nodes-base.stickyNote",
    "position": [
      4032,
      1392
    ],
    "typeVersion": 1,
    "id": "29c86175-cdd5-40a9-abc1-277862c44a39",
```

```
      "name": "Sticky Note16"

    },

    {

      "parameters": {

        "method": "POST",

        "url":
"https://api.clay.com/v3/sources/webhook/pull-in-data-from-a-webhook-1
474b594-8244-419c-b59b-4ac73324b011",

        "sendBody": true,

        "bodyParameters": {

          "parameters": [

            {

              "name": "First Name",

              "value": "={{ $json.body.lead.first_name }}"

            },

            {

              "name": "Last Name",

              "value": "={{ $json.body.lead.last_name }}"

            },

            {

              "name": "Company Name",

              "value": "={{ $json.body.lead.company_name }}"

            },

            {

              "name": "Linkedin URL",
```

```
          "value": "={{ $json.body.lead.profile_url }}"

        },

        {

          "name": "Domain",

          "value": "={{ $json.body.lead.company_url }}"

        },

        {

          "name": "Email",

          "value": "={{ $json.body.lead.email_address }}"

        }

      ]

    },

    "options": {}

  },

  "type": "n8n-nodes-base.httpRequest",

  "typeVersion": 4.2,

  "position": [

    4192,

    2000

  ],

  "id": "12a3e2b7-5570-4fa5-8442-003c678bb93a",

  "name": "Clay Enrichment for Email"

},

{
```

```json
      "parameters": {

        "content": "### Step: Instantly Blocklist (Has
Email)\n\n**Purpose**  \nIf the lead received from HeyReach already
contains an email address, this step directly adds it to **Instantly's
blocklist** — skipping enrichment.\n\n**How it works**  \nAfter the
"Check for Email" condition, if an email exists, this node sends a
POST request to Instantly's API to immediately block that lead and
prevent future outreach.\n\n**Configuration**\n- Method: `POST`\n-
URL: `https://api.instantly.ai/api/v2/block-lists-entries`\n-
Headers:\n  - `Content-Type`: `application/json`\n  - `Authorization`:
`Bearer <your-instantly-api-key>`\n- Body:\n  ```json\n  {\n
\"bl_value\": \"{{ $json.body.sender.email_address }}\"\n  }\n",

        "height": 780,

        "width": 560,

        "color": 4

      },

      "type": "n8n-nodes-base.stickyNote",

      "position": [

        3952,

        2688

      ],

      "typeVersion": 1,

      "id": "d46116ef-4e38-415a-bae3-657db8d3a8f2",

      "name": "Sticky Note17"

    },

    {

      "parameters": {

        "content": "### Step: Webhook (Receive Enriched Lead from
Clay)\n\n**Purpose**  \nThis step receives the **enriched lead data**
```

(including the work email) from Clay once the enrichment is complete.\n\n**How it works** \nWhen the email is missing in the HeyReach payload, n8n sends the lead to Clay for enrichment. \nAfter enrichment, Clay posts the enriched data back to this webhook, allowing the workflow to continue and push the new email into Instantly's blocklist.\n\n**Configuration**\n- **HTTP Method:** `POST`\n- **Authentication:** `None`\n- **Respond:** `Immediately`\n- **Callback URL:** Copy this node's Webhook URL and paste it into your Clay enrichment setup.\n\n**Expected Output**\n```json\n{\n \"bl_value\": \"johndoe@test.com\"\n}\n\n",

```
      "height": 800,

      "width": 480,

      "color": 4

    },

    "type": "n8n-nodes-base.stickyNote",

    "position": [

      4528,

      1392

    ],

    "typeVersion": 1,

    "id": "bf4efd8c-da81-4732-a66b-7bded8b42168",

    "name": "Sticky Note18"

  },

  {

    "parameters": {
```

      "content": "### Step: Instantly Blocklist (After Clay Enrichment)\n\n**Purpose** \nAdds the enriched lead (with email obtained from Clay) to **Instantly's blocklist** to prevent future outreach.\n\n**How it works** \nOnce Clay sends back the enriched lead data to n8n via the Webhook node, this step takes the returned

email and pushes it directly to Instantly's blocklist API.\n\n**Configuration**\n- Method: `POST`\n- URL: `https://api.instantly.ai/api/v2/block-lists-entries`\n- Headers:\n - `Content-Type`: `application/json`\n - `Authorization`: `Bearer <your-instantly-api-key>`\n- Body:\n ```json\n {\n   \"bl_value\": \"{{ $json.body.bl_value }}\"\n }\n",

```json
        "height": 800,

        "width": 440,

        "color": 4

      },

      "type": "n8n-nodes-base.stickyNote",

      "position": [

        5088,

        1392

      ],

      "typeVersion": 1,

      "id": "7fd60345-61fa-4a24-a491-c4d94fa38f49",

      "name": "Sticky Note19"

    },

    {

      "parameters": {

        "method": "POST",

        "url": "https://api.instantly.ai/api/v2/block-lists-entries",

        "sendHeaders": true,

        "headerParameters": {

          "parameters": [
```

```
      {
        "name": "Content-Type",
        "value": "application/json"
      },
      {
        "name": "Authorization",
        "value": "Bearer <your-instantly-api-key>"
      }
    ]
  },
  "sendBody": true,
  "specifyBody": "json",
  "jsonBody": "{\n  \"bl_value\": \"johndoe@test.com\"\n}",
  "options": {}
},
"type": "n8n-nodes-base.httpRequest",
"typeVersion": 4.2,
"position": [
  5280,
  2000
],
"id": "2b1a7027-a983-4f3a-abaf-864ed4db2093",
"name": "Instantly Blocklist (After Clay Enrichment)"
},
```

```
  {
    "parameters": {
      "httpMethod": "POST",
      "path": "6562fa20-8075-4ac9-ab8b-ab10dee9cbbf",
      "options": {}
    },
    "type": "n8n-nodes-base.webhook",
    "typeVersion": 2,
    "position": [
      4704,
      2000
    ],
    "id": "a7d13da7-ae1e-4f41-af8d-d856ebe02532",
    "name": "Receive Enriched Lead from Clay",
    "webhookId": "6562fa20-8075-4ac9-ab8b-ab10dee9cbbf"
  }
],
"pinData": {
  "Every Message Received on HeyReach1": [
    {
      "json": {
        "headers": {
          "host": "n8n.workflowsagency.com",
          "user-agent": "RestSharp/110.2.0.0",
```

```
        "content-length": "1541",

        "accept": "application/json, text/json, text/x-json,
text/javascript, application/xml, text/xml",

        "accept-encoding": "gzip, deflate, br",

        "content-type": "application/json",

        "traceparent":
"00-8a7271a2ff2e0b69ffec1c867757ef84-8a9eff776c045215-00",

        "via": "1.1 Caddy",

        "x-forwarded-for": "18.193.229.155",

        "x-forwarded-host": "n8n.workflowsagency.com",

        "x-forwarded-proto": "https"

    },

    "params": {},

    "query": {},

    "body": {

      "is_inmail": false,

      "recent_messages": [

        {

          "creation_time": "2025-10-07T17:08:34.5983116Z",

          "message": "Hi there",

          "is_reply": true

        },

        {

          "creation_time": "2025-10-07T17:08:34.598313Z",
```

```
          "message": "I will send you an attachment and voice
note after this text message",

            "is_reply": true

          },

          {

            "creation_time": "2025-10-07T17:08:34.5983132Z",

            "message": "",

            "is_reply": true,

            "message_type": "Attachment"

          },

          {

            "creation_time": "2025-10-07T17:08:34.5983134Z",

            "message": "",

            "is_reply": true,

            "message_type": "Voice"

          }

        ],

        "conversation_id":
"2-ODYwNmVkNDItMTM2OS00MTVmLWIzYjgtMjE5ZjZjNTE0OTZkXzAxMw==",

        "campaign": {

          "name": "Test Campaign Name",

          "id": 123,

          "status": null

        },

        "sender": {
```

```
        "id": 123,

        "first_name": "John",

        "last_name": "Doe",

        "full_name": "John Doe",

        "email_address": "",

        "profile_url":
"https://www.linkedin.com/company/johndoe"

      },

    "lead": {

        "id": "TestId",

        "profile_url":
"https://www.linkedin.com/company/johndoe",

        "first_name": "John",

        "last_name": "Doe",

        "full_name": "John Doe",

        "location": "Miami, Florida, US",

        "summary": "Test Summary",

        "company_url": "https://example.com/",

        "company_name": "Test Company Name",

        "position": "CEO at Test",

        "about": "Test About",

        "email_address": "johndoe@test.com",

        "tags": [

          "TagTest"

        ],
```

```
    "lists": [
      {
        "name": "My List 1",
        "id": 123,
        "custom_fields": {
          "Favorite_cookie": "Chocolate chip",
          "Gender": "Male"
        }
      },
      {
        "name": "My List 2",
        "id": 12345,
        "custom_fields": {
          "Favorite_cookie": "Coconut",
          "Gender": "Female",
          "Favorite_sport": "Basketball"
        }
      }
    ]
  },
  "timestamp": "2025-10-07T17:08:34.5983414Z",
  "event_type": "every_message_reply_received",
  "correlation_id": "5c4c4e5e-bd24-4104-a19a-e55e4a5dd3cb"
},
```

```
      "webhookUrl":
"https://n8n.workflowsagency.com/webhook-test/0d818e2c-f51d-4d7b-8b11-
446b3e782e62",

        "executionMode": "test"

    }

  }

],

"HeyReach API1": [

  {

    "json": {

      "addedLeadsCount": 1,

      "updatedLeadsCount": 0,

      "failedLeadsCount": 0

    }

  }

],

"Uninterested Lead in Instantly1": [

  {

    "json": {

      "headers": {

        "host": "n8n.workflowsagency.com",

        "user-agent": "axios/0.21.4",

        "content-length": "1126",

        "accept": "application/json, text/plain, */*",

        "content-type": "application/json",
```

```json
        "via": "1.1 Caddy",

        "x-forwarded-for": "3.213.189.245",

        "x-forwarded-host": "n8n.workflowsagency.com",

        "x-forwarded-proto": "https",

        "accept-encoding": "gzip"

    },

    "params": {},

    "query": {},

    "body": {

        "timestamp": "2025-10-07T16:50:56.956Z",

        "event_type": "lead_not_interested",

        "workspace": "b67128b9-b416-4e7c-bd31-0215bac42a2a",

        "campaign_id": "de58e7a5-4c67-4405-8e67-d485786d80bb",

        "unibox_url": null,

        "campaign_name": "Data Leaders Campaign [Alex]",

        "reply_text_snippet": "Hi! I am out of office till Tuesday
10/7 @ 1PM. Please reach",

        "lead_email": "kanika.malaviya@kargo.com",

        "email": "kanika.malaviya@kargo.com",

        "website": "",

        "campaign": "de58e7a5-4c67-4405-8e67-d485786d80bb",

        "lastName": "Malaviya",

        "Full Name": "Kanika Malaviya",

        "Job Title": "Associate Director, Data Partnerships",
```

```
        "firstName": "Kanika",

        "companyName": "Kargo",

        "pause_until": "2025-10-07T00:00:00.000Z",

        "Linkedin URL": "",

        "social proof": "Printify",

        "personalization": "",

        "step": 2,

        "variant": 4,

        "reply_subject": "Out Of Office Re: data unification",

        "reply_text": "Hi! I am out of office till Tuesday 10/7 @
1PM. Please reach out to DataPartnerships@kargo.com  for any urgent
request.    --  Kanika Malaviya | Associate Director, Data
Partnerships Mobile: +1 703-577-5321  826 Broadway, 4th Floor, New
York, NY 10003   https://kargo.com"
      },

      "webhookUrl":
"https://n8n.workflowsagency.com/webhook-test/329bf406-dc3b-44be-a78c-
215b4b612324",

      "executionMode": "test"

    }

  }

],

"Instantly Blocklist3": [

  {

    "json": {

      "id": "0199bfab-31a1-7494-8dbb-b4ae64d377b7",
```

```
      "timestamp_created": "2025-10-07T17:14:51.682Z",

      "organization_id": "d732c994-7bc1-46a5-8c91-f458932c43ba",

      "bl_value": "johndoe@test.com",

      "is_domain": false

    }

  }

],

"Interested Lead in Instantly1": [

  {

    "json": {

      "headers": {

        "host": "n8n.workflowsagency.com",

        "user-agent": "axios/0.21.4",

        "content-length": "1126",

        "accept": "application/json, text/plain, */*",

        "content-type": "application/json",

        "via": "1.1 Caddy",

        "x-forwarded-for": "3.213.189.245",

        "x-forwarded-host": "n8n.workflowsagency.com",

        "x-forwarded-proto": "https",

        "accept-encoding": "gzip"

      },

      "params": {},

      "query": {},
```

```
"body": {

  "timestamp": "2025-10-07T16:50:56.956Z",

  "event_type": "lead_not_interested",

  "workspace": "b67128b9-b416-4e7c-bd31-0215bac42a2a",

  "campaign_id": "de58e7a5-4c67-4405-8e67-d485786d80bb",

  "unibox_url": null,

  "campaign_name": "Data Leaders Campaign [Alex]",

  "reply_text_snippet": "Hi! I am out of office till Tuesday
10/7 @ 1PM. Please reach",

  "lead_email": "kanika.malaviya@kargo.com",

  "email": "kanika.malaviya@kargo.com",

  "website": "",

  "campaign": "de58e7a5-4c67-4405-8e67-d485786d80bb",

  "lastName": "Malaviya",

  "Full Name": "Kanika Malaviya",

  "Job Title": "Associate Director, Data Partnerships",

  "firstName": "Kanika",

  "companyName": "Kargo",

  "pause_until": "2025-10-07T00:00:00.000Z",

  "Linkedin URL":
"http://www.linkedin.com/in/kanika-malaviya",

  "social proof": "Printify",

  "personalization": "",

  "step": 2,

  "variant": 4,
```

```
        "reply_subject": "Out Of Office Re: data unification",

        "reply_text": "Hi! I am out of office till Tuesday 10/7 @
1PM. Please reach out to DataPartnerships@kargo.com  for any urgent
request.    --  Kanika Malaviya | Associate Director, Data
Partnerships Mobile: +1 703-577-5321  826 Broadway, 4th Floor, New
York, NY 10003   https://kargo.com"

      },

      "webhookUrl":
"https://n8n.workflowsagency.com/webhook-test/329bf406-dc3b-44be-a78c-
215b4b612324",

      "executionMode": "test"

    }

  }

],

"Enriched Lead from Clay2": [

  {

    "json": {

      "headers": {

        "host": "n8n.workflowsagency.com",

        "content-length": "171",

        "accept-encoding": "gzip, deflate",

        "content-type": "application/json",

        "via": "1.1 Caddy",

        "x-forwarded-for": "98.86.232.84",

        "x-forwarded-host": "n8n.workflowsagency.com",

        "x-forwarded-proto": "https"
```

```
        },

        "params": {},

        "query": {},

        "body": {

          "firstName": "Chris",

          "lastName": "Villa",

          "domain": "ebq.com",

          "companyName": "EBQ",

          "linkedinURL":
"https://www.linkedin.com/in/christophermvilla",

          "email": "chris.villa@ebq.com"

        },

        "webhookUrl":
"https://n8n.workflowsagency.com/webhook-test/653cb1b9-f910-4983-8097-
7635d5bb42b4",

        "executionMode": "test"

      }

    }

  ],

  "HeyReach API (Add Enriched Lead to Exclusion List)": [

    {

      "json": {

        "addedLeadsCount": 0,

        "updatedLeadsCount": 1,

        "failedLeadsCount": 0
```

```
      }
    }
  ],
  "Clay Enrichment for Email": [
    {
      "json": {
        "data": "OK"
      }
    }
  ],
  "Instantly Blocklist (After Clay Enrichment)": [
    {
      "json": {
        "id": "0199bfab-31a1-7494-8dbb-b4ae64d377b7",
        "timestamp_created": "2025-10-07T17:14:51.682Z",
        "organization_id": "d732c994-7bc1-46a5-8c91-f458932c43ba",
        "bl_value": "johndoe@test.com",
        "is_domain": false
      }
    }
  ],
  "Receive Enriched Lead from Clay": [
    {
      "json": {
```

```
        "headers": {

          "host": "n8n.workflowsagency.com",

          "content-length": "31",

          "accept-encoding": "gzip, deflate",

          "content-type": "application/json",

          "via": "1.1 Caddy",

          "x-forwarded-for": "34.207.164.210",

          "x-forwarded-host": "n8n.workflowsagency.com",

          "x-forwarded-proto": "https"

        },

        "params": {},

        "query": {},

        "body": {

          "bl_value": "johndoe@test.com"

        },

        "webhookUrl":
"https://n8n.workflowsagency.com/webhook-test/657c536b-eecd-43a7-9833-
b4d8d60b7f4a",

        "executionMode": "test"

      }

    }

  ]

},

"connections": {

  "Uninterested Lead in Instantly1": {
```

```
    "main": [

      [

        {

          "node": "Check for LinkedIn URL",

          "type": "main",

          "index": 0

        }

      ]

    ]

  },

  "Every Message Received on HeyReach1": {

    "main": [

      [

        {

          "node": "Check for Sender Email",

          "type": "main",

          "index": 0

        }

      ]

    ]

  },

  "Interested Lead in Instantly1": {

    "main": [

      [
```

```
        {

          "node": "Check for LinkedIn URL",

          "type": "main",

          "index": 0

        }

      ]

    ]

  },

  "Check for LinkedIn URL": {

    "main": [

      [

        {

          "node": "Clay Enrichment for Linkedin",

          "type": "main",

          "index": 0

        }

      ],

      [

        {

          "node": "HeyReach API1",

          "type": "main",

          "index": 0

        }

      ]
```

```
      ]
    },
    "Enriched Lead from Clay2": {
      "main": [
        [
          {
            "node": "HeyReach API (Add Enriched Lead to Exclusion
List)",
            "type": "main",
            "index": 0
          }
        ]
      ]
    },
    "Check for Sender Email": {
      "main": [
        [
          {
            "node": "Clay Enrichment for Email",
            "type": "main",
            "index": 0
          }
        ],
        [
```

```
        {
          "node": "Instantly Blocklist3",

          "type": "main",

          "index": 0

        }

      ]

    ]

  },

  "Receive Enriched Lead from Clay": {

    "main": [

      [

        {

          "node": "Instantly Blocklist (After Clay Enrichment)",

          "type": "main",

          "index": 0

        }

      ]

    ]

  }

},

"active": false,

"settings": {

  "executionOrder": "v1"

},
```

```json
  "versionId": "a339f7f2-6205-422f-abd3-e0aabb88ada3",

  "meta": {

    "templateCredsSetupCompleted": true,

    "instanceId":
"8f0d83decd7185e10b5548e6c0630058a0320d8ccaa229cf157412f1aef460ef"

  },

  "id": "ZNqjr7OrrbN3PYDO",

  "tags": []

}
```