



SALES > LARGEST LAGGARDS

# Largest Laggards





3











+

Year in 

2019

2020

 ▼

Region in 

West

 ▼

Lead Source Standardiz... not in 

Unknown

 ▼





▲ Region	◆ Type	◆ Lead Source Standardized	▲ PYV\$	▲ PYV%	◆ Leaders and Laggards
West	Upsell	Strategic Accounts Marketing	(\$9,638,926)	(33%)	In the Middle
West	New Logo	Website	(\$3,733,592)	(75%)	Laggard
West	Renewal	Strategic Accounts Marketing	(\$3,032,387)	(48%)	In the Middle
West	Upsell	Website	(\$3,025,313)	(62%)	In the Middle
West	Renewal	Jigsaw	(\$1,838,920)	(79%)	Laggard
West	New Logo	Jigsaw	(\$1,718,886)	(54%)	In the Middle
West	Renewal	Chat	(\$1,547,098)	(100%)	No Sales
West	Upsell	Outbound	(\$1,526,668)	(50%)	In the Middle
West	Renewal	Events	(\$1,503,942)	(70%)	Laggard
West	PoC	Events	(\$1,316,084)	(100%)	No Sales