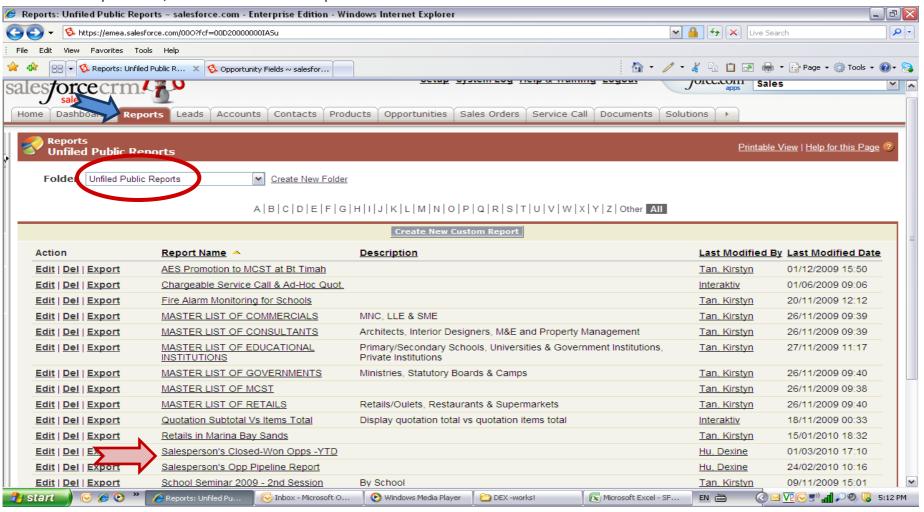
GENERATING SALES REPORTS

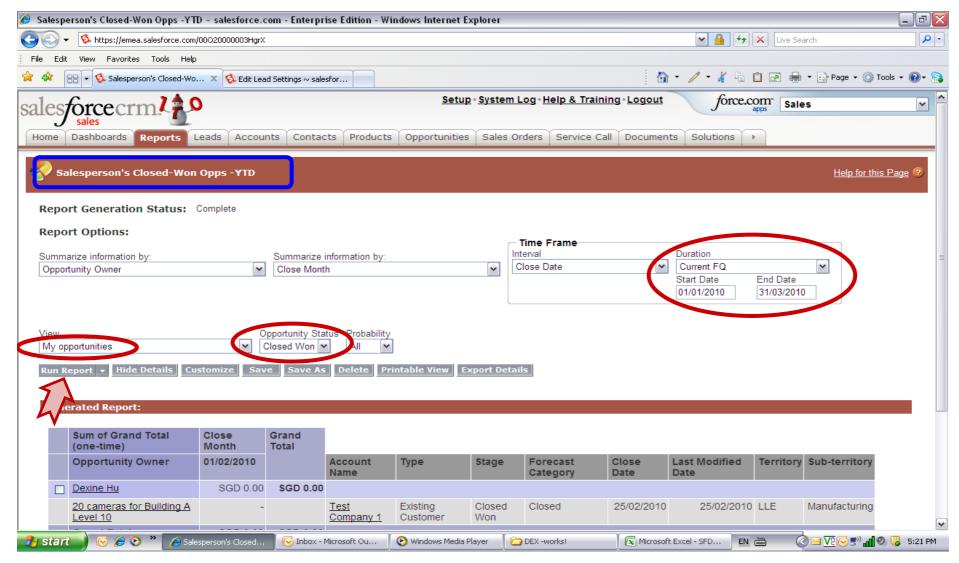
You can run your own reports:

1. Under the "Reports" Tab, choose "Unfiled Public Reports" folder



2a) Salesperson's Closed-Won Opps YTD

Define Duration and Opportunity Status, click "Run Report" and "Show Details".



2b) Salesperson's Opp Pipeline Report

Define Duration and Opportunity Status, click "Run Report" and "Show Details".

