# Monthly Business Review - April Dunnam

## Top 5 At-Risk Deals

- Contoso expansion

- Tailwind integration

- Fabrikam renewal

- Fourth Coffee pilot

- Graphic Design Co. upsell

## Current Blockers

- Integration delays

- Client indecision

- Pricing objections

## Leadership Asks

- Additional pre-sales support

- Accelerated legal review

- Extra budget for demos

## Summary Commentary

Strong month overall, but large deals stalling near close. Needs support with client engagement and legal speed.