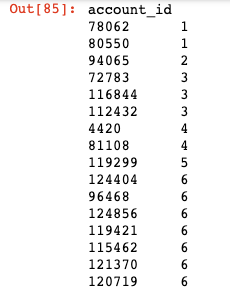
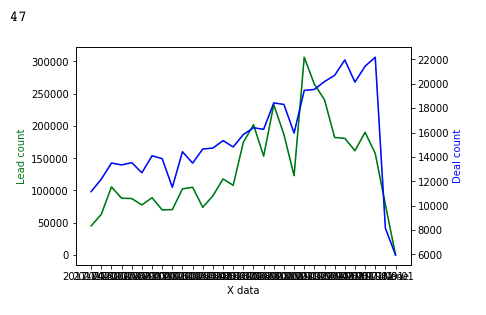
# Title: Lead -> Deal

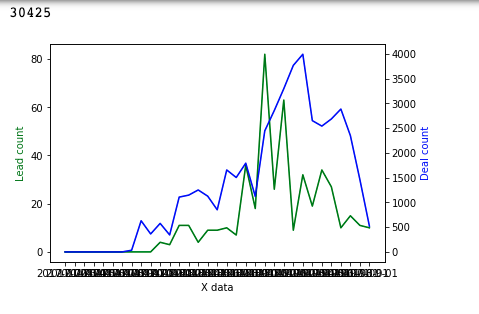
Accounts with very few months (<6) data. (After base filter)



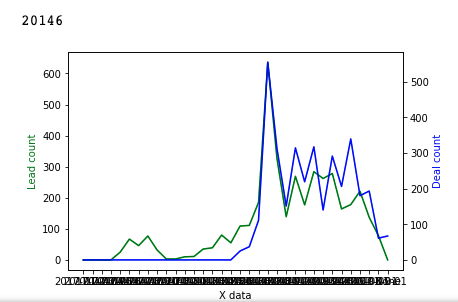
Lead and deal count plots



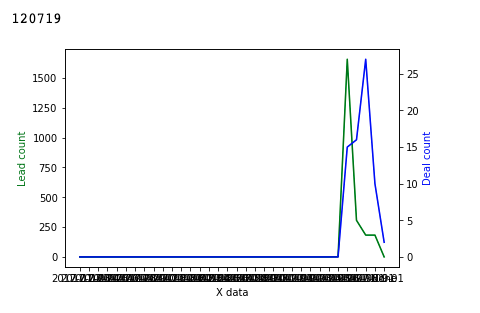
Deal count > lead count



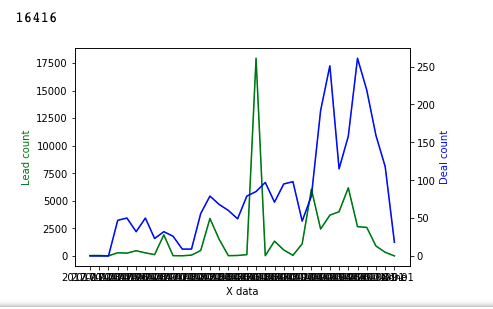
Lead count and deal count in same range but moving together



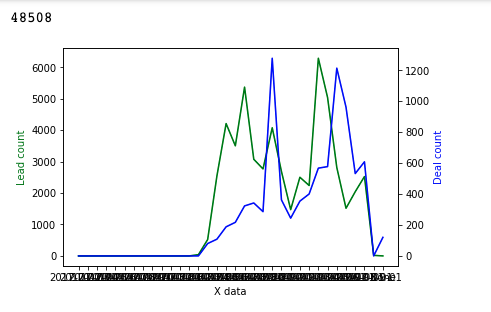
Limited data



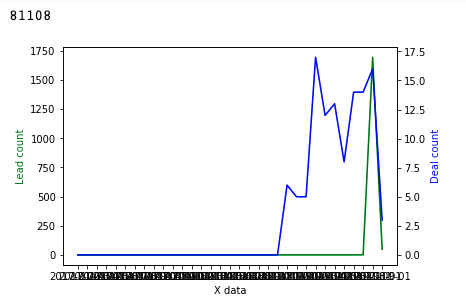
Some high random peaks in leads



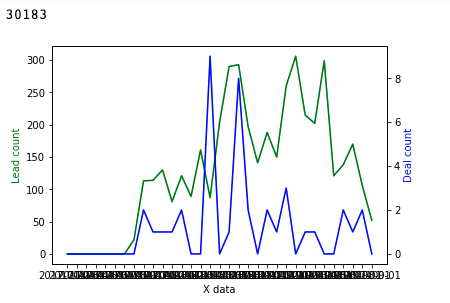
Some correlation between both



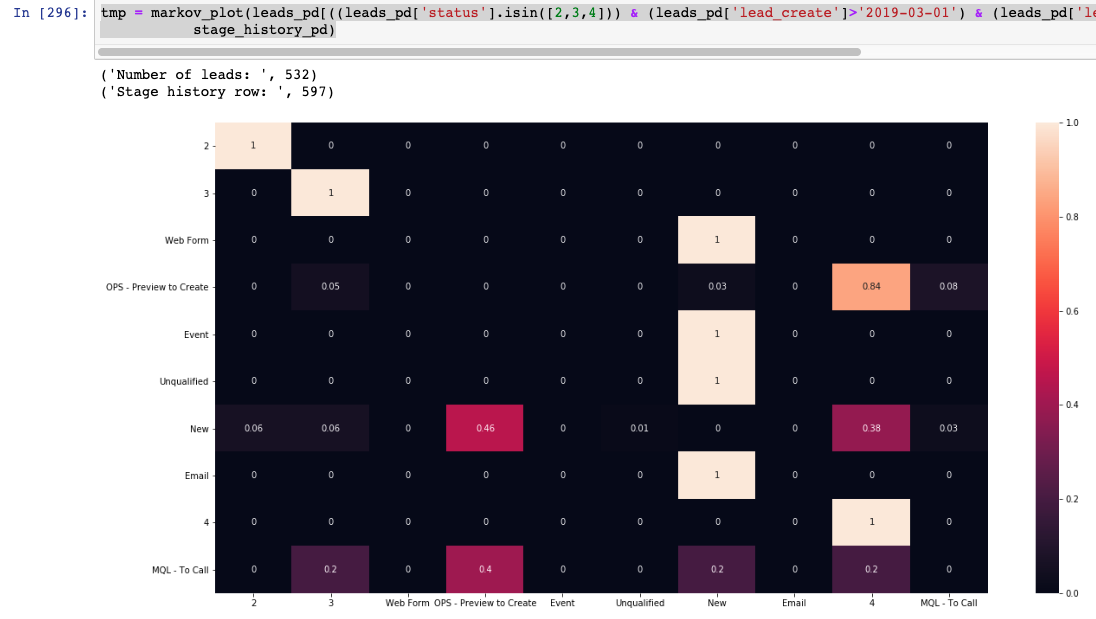
No leads except a peak

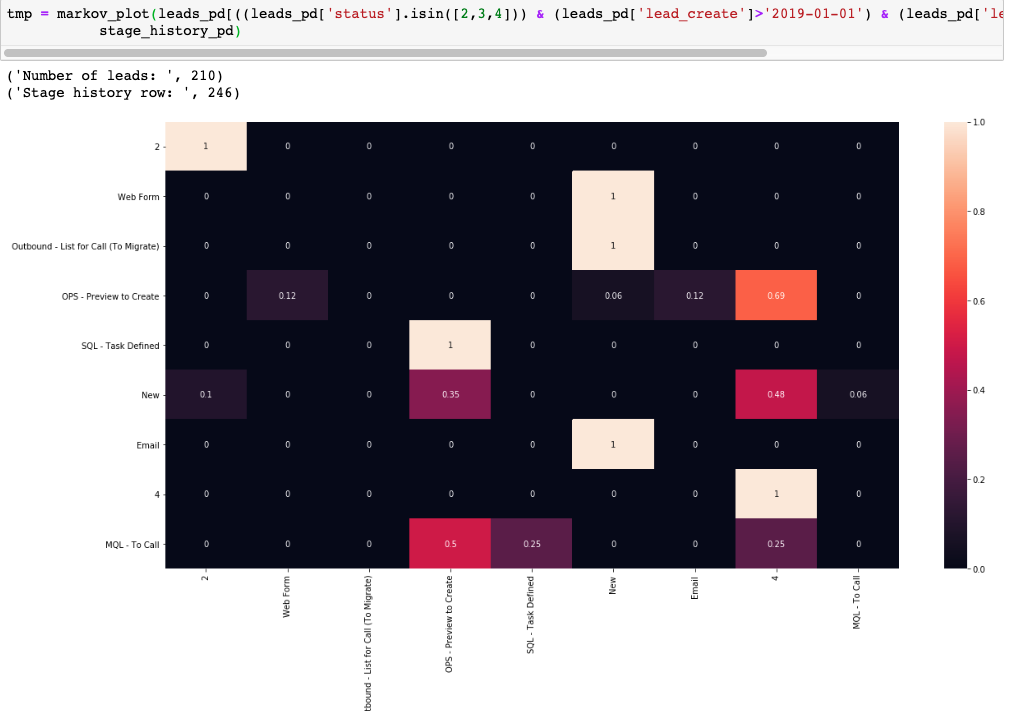


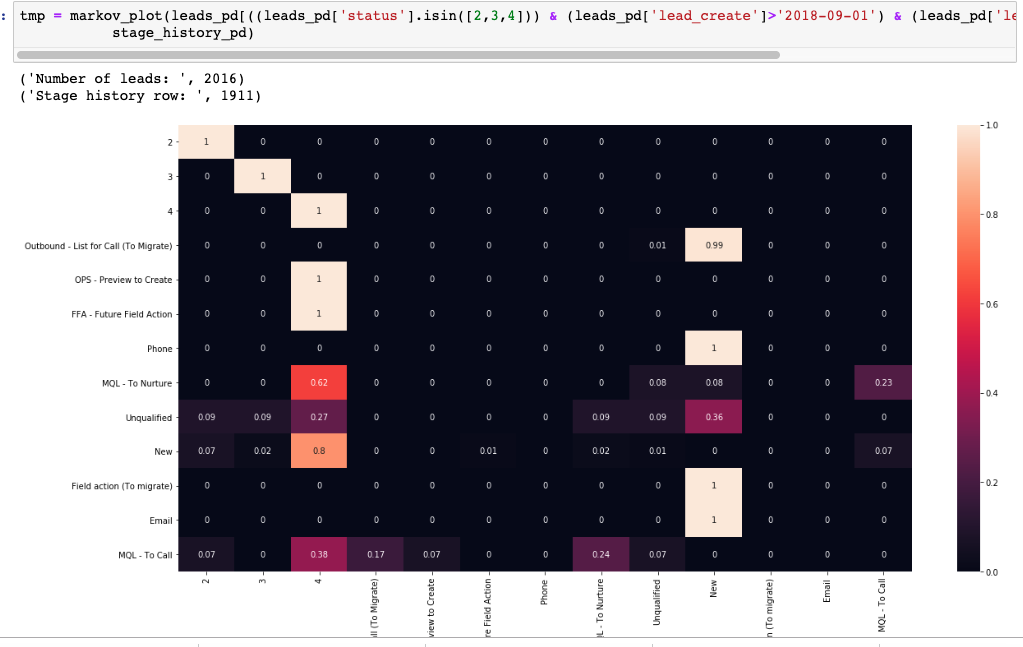
Too few deals



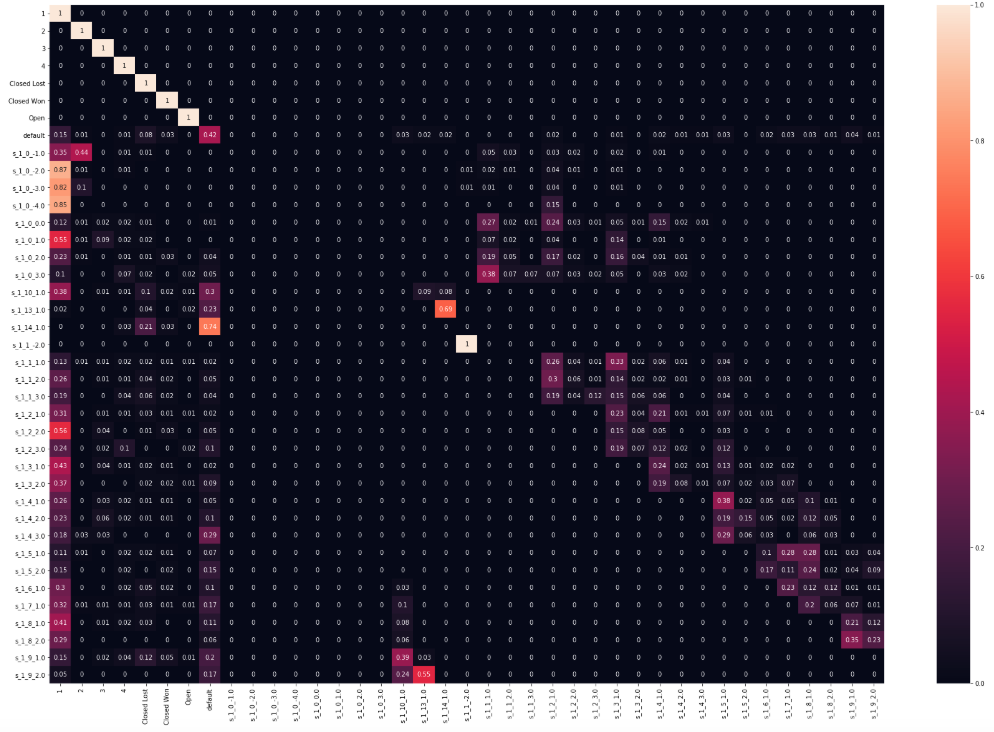
Account id 16416



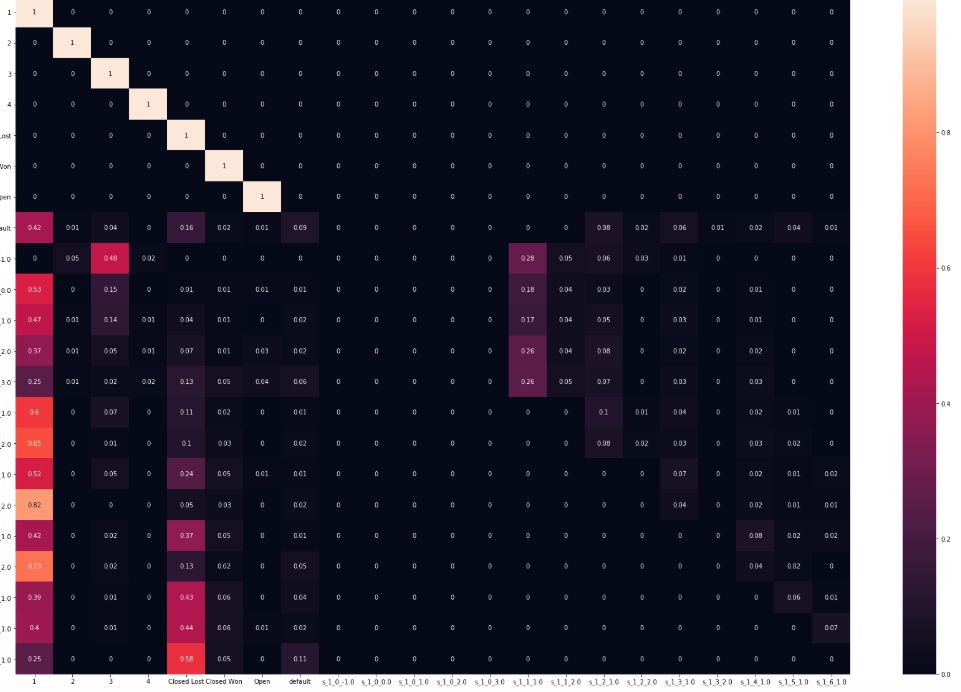




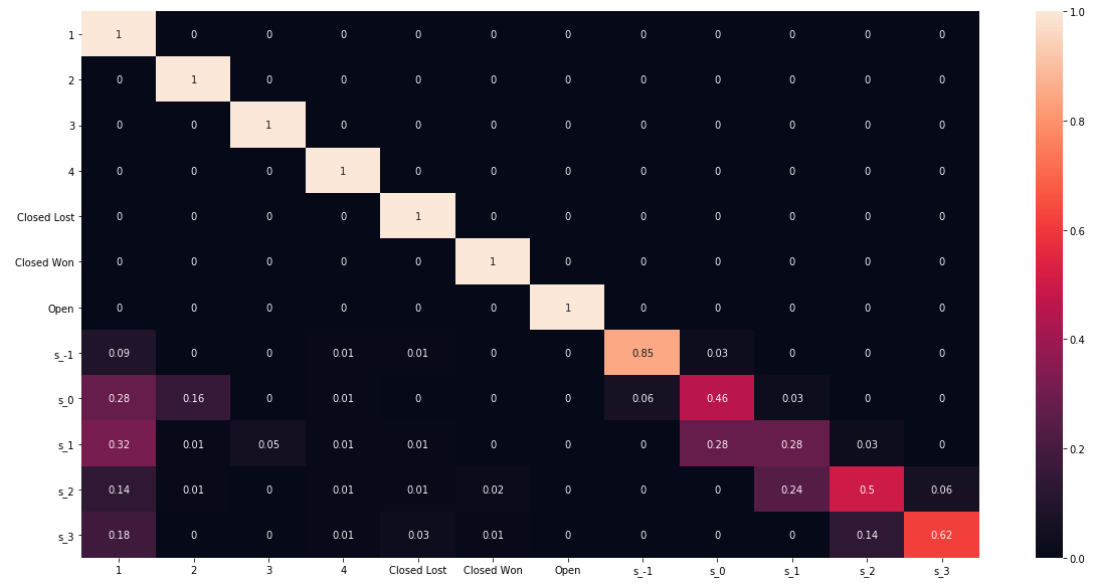
16416

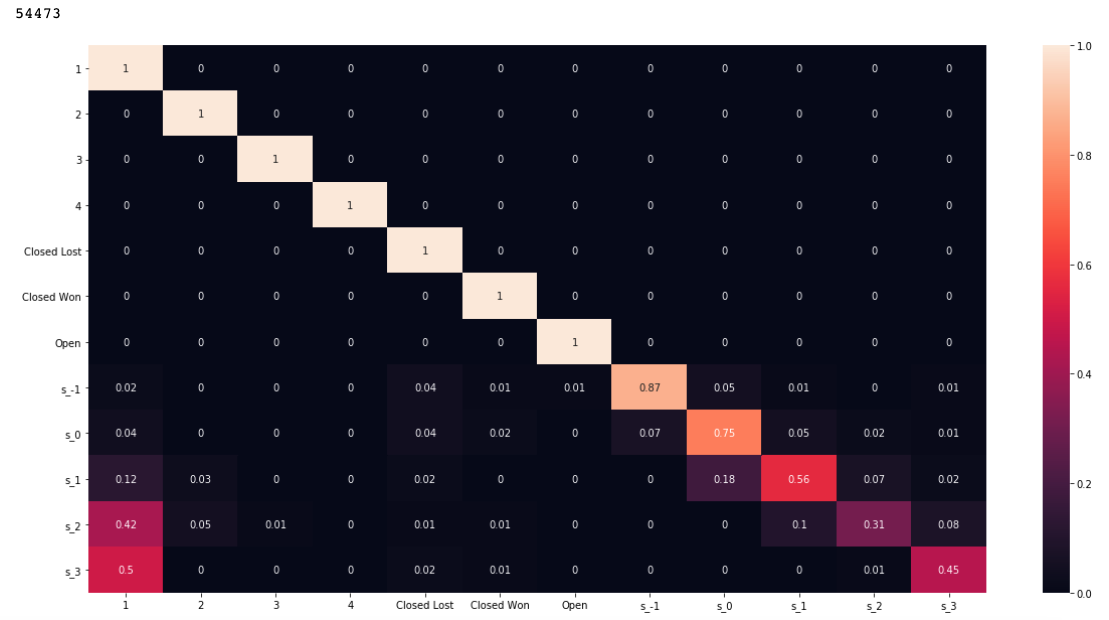


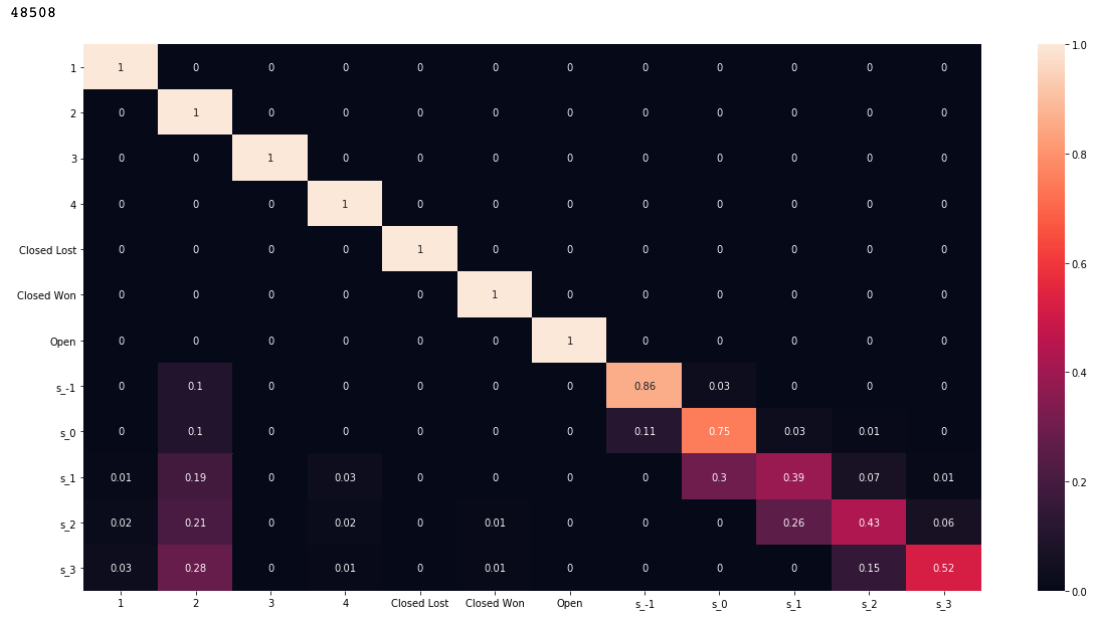
# 102913

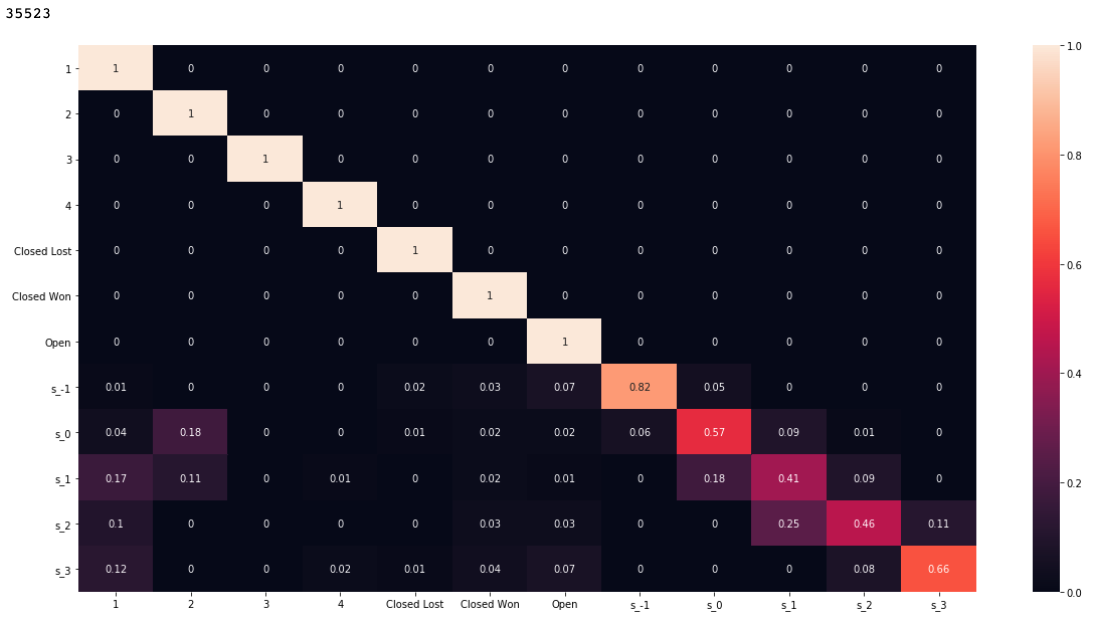


16416 (1-2% conversion )









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