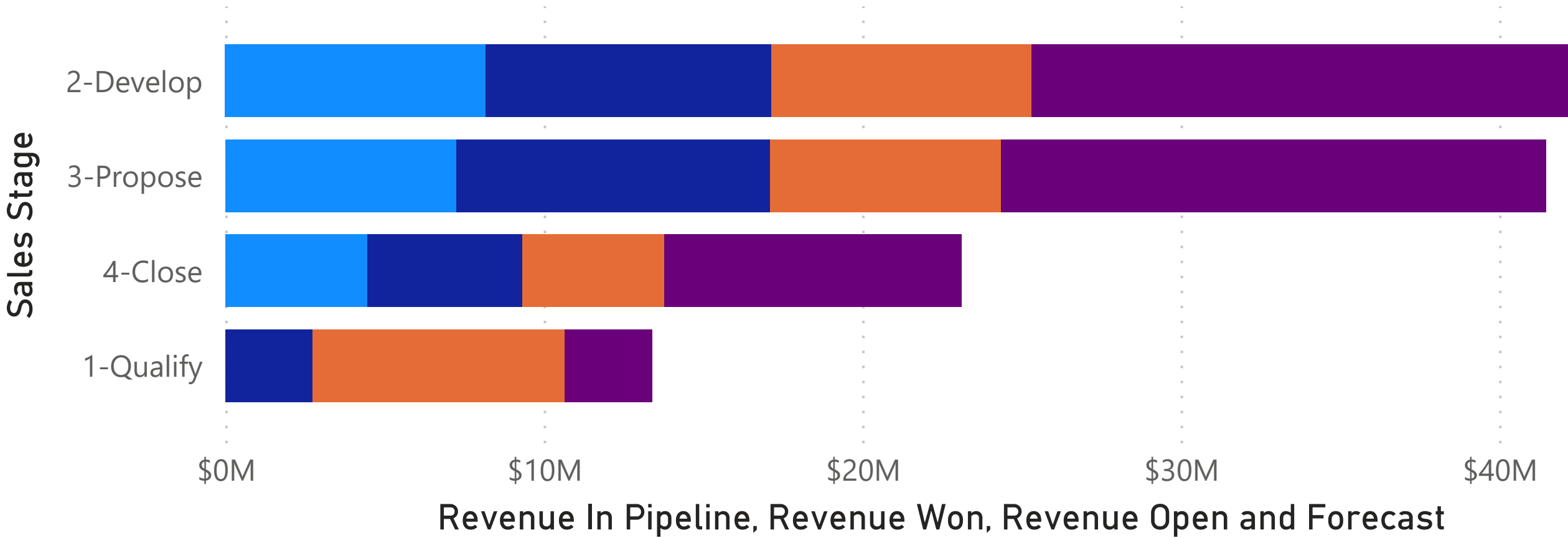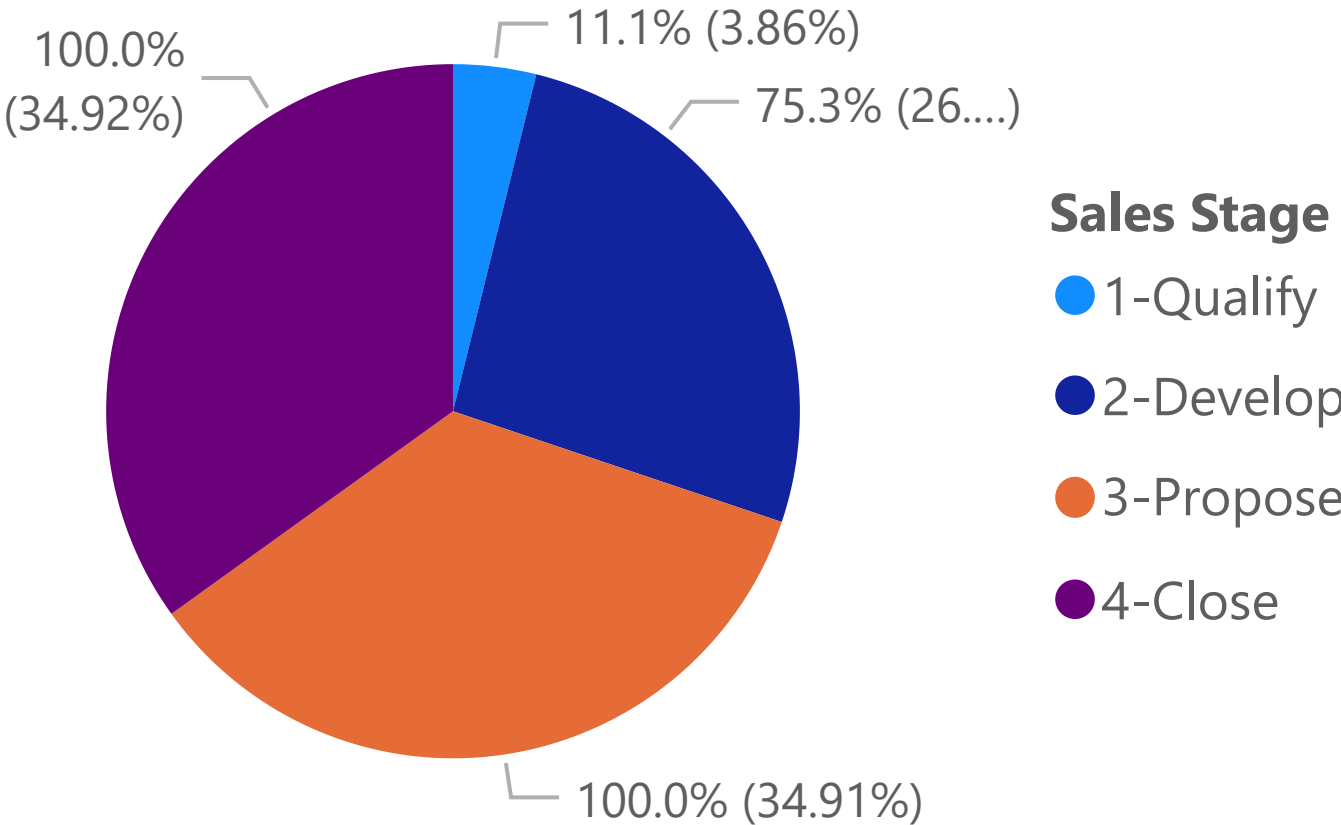# Sales Opportunity Funnel

## Revenue In Pipeline, Revenue Won, Revenue Open and Forecast by Sales Stage

- Revenue In Pipeline
- Revenue Won
- Revenue Open
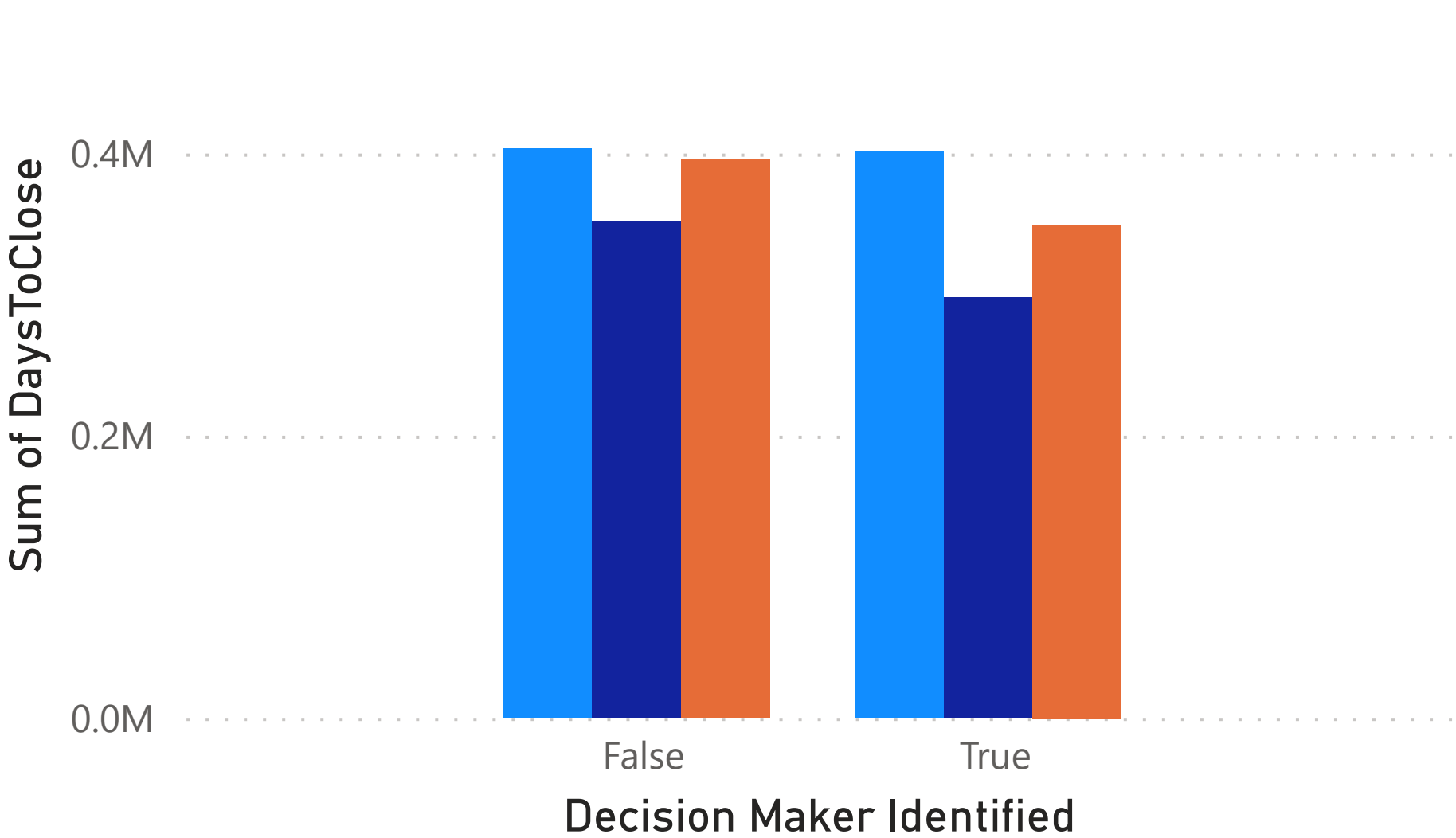- Forecast



## Close % by Sales Stage

Sales Stage
- 1-Qualify
- 2-Develop
- 3-Propose
- 4-Close

11.1% (3.86%)
75.3% (26....)
100.0% (34.92%)
100.0% (34.91%)



## Rev Goal by Manager

Davis
Garner
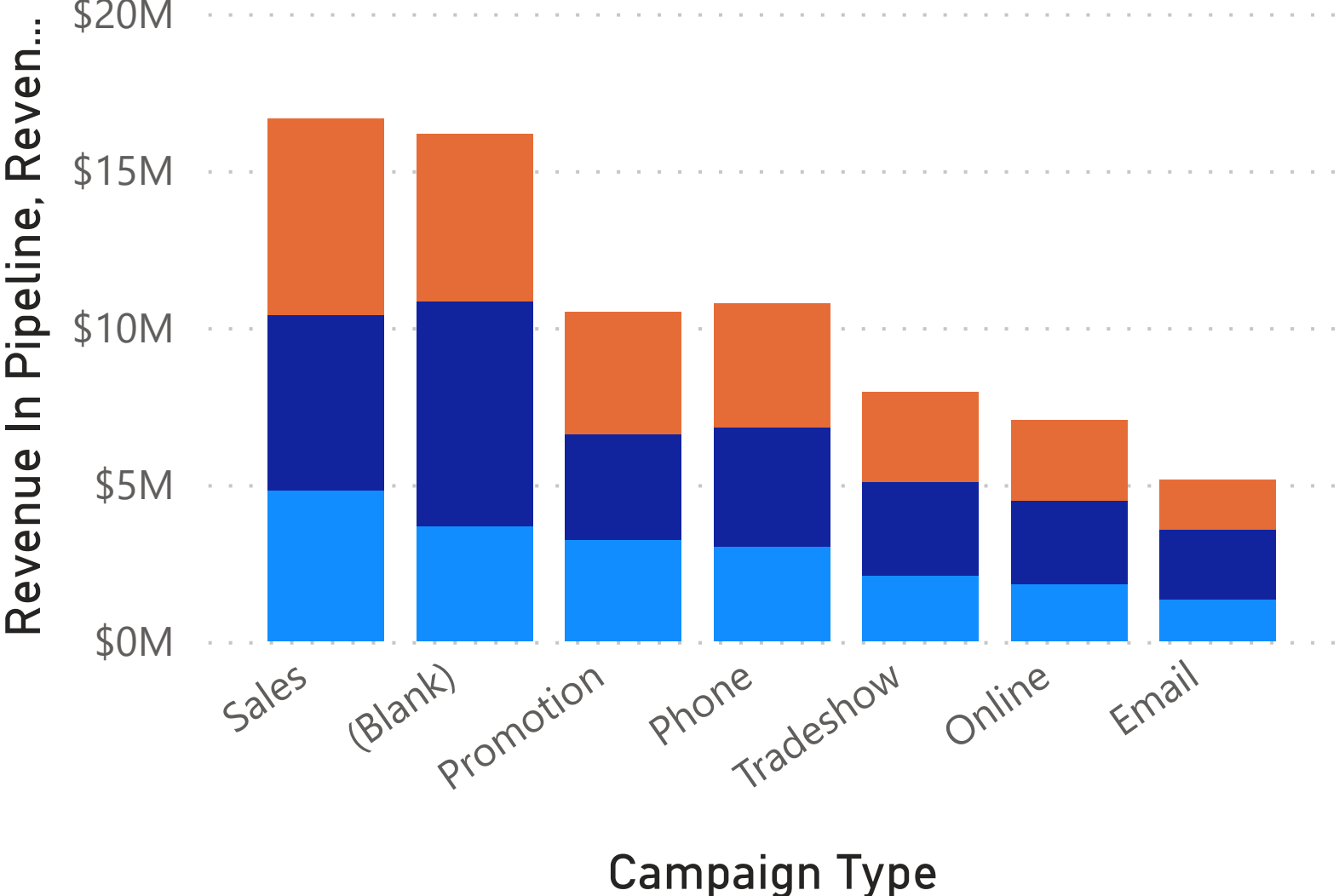Brooks
Amelie
Peyton
Ethan

## Sum of DaysToClose by Decision Maker Identified and Purchase Process

**Purchase Process**
- Committee
- Individual
- Unknown



## Revenue In Pipeline, Revenue Open and Revenue Won by Campaign Type

- Revenue In Pipeline
- Revenue Open
- Revenue Won



## Revenue Won and Rev Goal by Manager and Rating

**Rating**
- Cold
- Hot
- Warm