

SALES PIPELINE



QUARTER 1	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 7,000,000.00		\$ 3,600,000.00				

QUARTER 2	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 7,000,000.00		\$ 3,600,000.00				

QUARTER 3	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 7,000,000.00		\$ 3,600,000.00				

QUARTER 4	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 1,000,000.00	75%	\$ 750,000.00				
				\$ 2,000,000.00	50%	\$ 1,000,000.00				
				\$ 500,000.00	10%	\$ 50,000.00				
				\$ 7,000,000.00		\$ 3,600,000.00				

GRAND TOTAL			\$ 28,000,000.00		\$ 14,400,000.00					
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SALES PIPELINE

QUARTER 1	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
			\$ -			\$ -				
QUARTER 2	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
			\$ -			\$ -				
QUARTER 3	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
			\$ -			\$ -				
QUARTER 4	LEAD			FINANCE			ACTION			ADDITIONAL INFO
	COMPANY NAME	CONTACT NAME	SALES REP	SIZE OF DEAL	PROBABILITY OF DEAL	WEIGHTED FORECAST	DEAL STATUS	PROJECTED CLOSING DATE	NEXT ACTION	NOTES
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
						\$ -				
			\$ -			\$ -				
GRAND TOTAL			\$ -			\$ -				

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