Opportunity Funnel Summary

Date Range: April 1, 2012 to July 31, 2012

74 Opportunities Totaling $603,700.00

Opportunity $ by Stage

Summary for All Users

1. Initial Communication	$204,500	33.9%
1. Service Site Visit	$4,000	0.7%
2. Needs Assessment	$55,700	9.2%
3. Presentation	$156,000	25.8%
4. Negotiation	$160,500	26.6%
5. Commitment to Buy	$20,000	3.3%
6. Sales Fulfillment	$3,000	0.5%
Total:	$603,700	100.0%

of Opportunities by Stage

Summary for All Users

1. Initial Communication	24	32.4%
1. Service Site Visit	2	2.7%
2. Needs Assessment	12	16.2%
3. Presentation	15	20.3%
4. Negotiation	17	23.0%
5. Commitment to Buy	2	2.7%
6. Sales Fulfillment	2	2.7%
Total:	74	100.0%