

Quarter	Deal Closure Month	Deal Stage	Deal Value
Q1	Jan	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
	Feb	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
	Mar	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
Total			0
Q2	Apr	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
	May	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
	Jun	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
Total			0
	Jul	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	

Q3	Aug	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
	Sep	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
Total			0
Q4	Oct	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
	Nov	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
	Dec	Lead	
		Contact Initiated	
		Needs Identified	
		Proposal Sent	
		In Negotiation	
Total			0
Grand Total			0

