

NAME OF COMPANY OR SALES PIPELINE

Q1

Deal name	Contact N	Sales stage	Deal size	Probability
Company A	Allyson Meg	Idea	\$ 140,000	10%
Company B	Darren Gade	Contacted	\$ 100,000	25%
Company C	Allan Heist	Terms negot	\$ 30,000	80%
Company D	Jami Slowik	Verbal yes	\$ 65,000	90%
Q1 TOTAL			\$ 335,000	

Q2

Deal name	Contact N	Sales stage	Deal size	Probability
Company A	Allyson Meg	Idea	\$ 140,000	10%
Company B	Darren Gade	Contacted	\$ 100,000	25%
Company C	Allan Heist	Terms negot	\$ 30,000	80%
Company D	Jami Slowik	Verbal yes	\$ 65,000	90%
Q2 TOTAL			\$ 335,000	

Q3

Deal name	Contact N	Sales stage	Deal size	Probability
Company A	Allyson Meg	Idea	\$ 140,000	10%
Company B	Darren Gade	Contacted	\$ 100,000	25%
Company C	Allan Heist	Terms negot	\$ 30,000	80%
Company D	Jami Slowik	Verbal yes	\$ 65,000	90%
Q3 TOTAL			\$ 335,000	

Q4

Deal name	Contact N	Sales stage	Deal size	Probability
Company A	Allyson Meg	Idea	\$ 140,000	10%
Company B	Darren Gade	Contacted	\$ 100,000	25%
Company C	Allan Heist	Terms negot	\$ 30,000	80%
Company D	Jami Slowik	Verbal yes	\$ 65,000	90%
Q4 TOTAL			\$ 335,000	

GRAND TOTAL		###	
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Weighted Forecast	Expected Close Date	Our Contact	Next Steps
\$ 14,000	2/2/2016	Alex	Get in touch
\$ 25,000	2/16/2016	Tim	Follow-up
\$ 24,000	3/3/2016	Anna	Discuss proposal
\$ 58,500	3/22/2016	Steve	Send contract for signing
\$ 121,500			

Weighted Forecast	Expected Close Date	Our Contact	Next Steps
\$ 14,000	4/6/2016	Alex	Get in touch
\$ 25,000	4/27/2016	Tim	Follow-up
\$ 24,000	5/18/2016	Anna	Discuss proposal
\$ 58,500	6/22/2016	Steve	Send contract for signing
\$ 121,500			

Weighted Forecast	Expected Close Date	Our Contact	Next Steps
\$ 14,000	7/11/2016	Alex	Get in touch
\$ 25,000	7/20/2016	Tim	Follow-up
\$ 24,000	8/23/2016	Anna	Discuss proposal
\$ 58,500	9/21/2016	Steve	Send contract for signing
\$ 121,500			

Weighted Forecast	Expected Close Date	Our Contact	Next Steps
\$ 14,000	10/5/2016	Alex	Get in touch
\$ 25,000	11/10/2016	Tim	Follow-up
\$ 24,000	11/29/2016	Anna	Discuss proposal
\$ 58,500	12/15/2016	Steve	Send contract for signing
\$ 121,500			
\$486,000			