



salesforce

Opportunity Pipeline

2x Name | Sorted by Amount | Last updated 05/11/2016 at 09:00

Qualification (16)	Needs Analysis (4)	Proposal (2)	Negotiation (2)	Closed/Won (1)
€470,500	€169,000	€110,000	€45,000	€4,000
Acme - 170 Widgets (Sample) €17,000.00 Acme (Sample) 03/06/2016	Acme - 1,200 Widgets (Sample) €110,000.00 Acme (Sample) 09/06/2016	salesforce.com - 1,000 Widgets (Sample) €100,000.00 salesforce.com (Sample) 06/05/2016	Acme - 140 Widgets (Sample) €22,500.00 Acme (Sample) 21/07/2016	Acme - 120 Widgets (Sample) €4,000.00 Acme (Sample) 06/06/2016
salesforce.com - 210 Widgets (Sample) €20,000.00 salesforce.com (Sample) 27/05/2016	salesforce.com - 320 Widgets (Sample) €34,000.00 salesforce.com (Sample) 03/06/2016	Acme - 80 Widgets (Sample) €10,000.00 Acme (Sample) 09/05/2016	salesforce.com - 240 Widgets (Sample) €22,500.00 salesforce.com (Sample) 06/07/2016	
Global Media - 80 Widgets (Sample) €10,000.00 Global Media (Sample) 20/06/2016	salesforce.com - 200 Widgets (Sample) €20,000.00 salesforce.com (Sample) 26/05/2016			
salesforce.com - 75 Widgets (Sample) €9,000.00 salesforce.com (Sample) 22/04/2016	Global Media - 250 Widgets (Sample) €5,000.00 Global Media (Sample) 06/06/2016			
Global Media - 240 Widgets (Sample) €15,000.00 Global Media (Sample) 01/06/2016				

Take a huge leap in your ability to identify the best **prospects and opportunities** in **Salesforce.com**.

# What is *Hot* and What is *Not*?

We all know the power of **Salesforce CRM** to capture details of our opportunities and deals. But sometimes “we can’t see the forest for the trees” when inevitably each sales person has their own way of deciding what is a hot opportunity.



# Identify the True Prospects

The **Board™** is a simple, but powerful visualized system that uses a **common language across the team** so there is no argument about **what is hot and what is not**. We help you and your team to develop this common language that defines a **true prospect** and then train and embed the language using a proven sales toolkit.

Qualification (16)	Needs Analysis (6)	Proposal (2)	Negotiation (2)	Closed/Won (1)
<b>€470,500</b> Acme - 170 Widgets (Sample) €17,000.00 Acme (Sample) 03/08/2016 salesforce.com - 210 Widgets (Sample) €20,000.00 salesforce.com (Sample) 27/05/2016 Global Media - 80 Widgets (Sample) €10,000.00 Global Media (Sample) 20/08/2016 salesforce.com - 75 Widgets (Sample) €9,000.00 salesforce.com (Sample) 22/04/2016 Global Media - 140 Widgets (Sample) €15,000.00 Global Media (Sample) 01/06/2016	<b>€169,000</b> Acme - 1,200 Widgets (Sample) €110,000.00 Acme (Sample) 09/06/2016 salesforce.com - 320 Widgets (Sample) €34,000.00 salesforce.com (Sample) 03/06/2016 salesforce.com - 200 Widgets (Sample) €20,000.00 salesforce.com (Sample) 26/05/2016 Global Media - 250 Widgets (Sample) €5,000.00 Global Media (Sample) 08/06/2016	<b>€110,000</b> salesforce.com - 1,000 Widgets (Sample) €100,000.00 salesforce.com (Sample) 06/05/2016 Acme - 80 Widgets (Sample) €10,000.00 Acme (Sample) 09/05/2016	<b>€45,000</b> Acme - 140 Widgets (Sample) €22,500.00 Acme (Sample) 21/07/2016 salesforce.com - 240 Widgets (Sample) €22,500.00 salesforce.com (Sample) 06/07/2016	<b>€4,000</b> Acme - 120 Widgets (Sample) €4,000.00 Acme (Sample) 06/06/2016

# 10,000 Teams

Over 10,000 sales teams have used the **Board System**™ to help their salespeople solve the big, recurring selling challenges. Companies such as Merrill Lynch, Lexis Nexis, Aetna and Mintel built worldclass sales teams using the **Board**.



# New for Salesforce

It's now possible to implement the **Board System™** in Salesforce.com's new Lightning Version, released in Spring'16. It means you can introduce a powerful Common Language across the sales team using the **Board System™**. It will solve this big question: **What is a true prospect that is capable of producing income?**





# Opportunity Stages

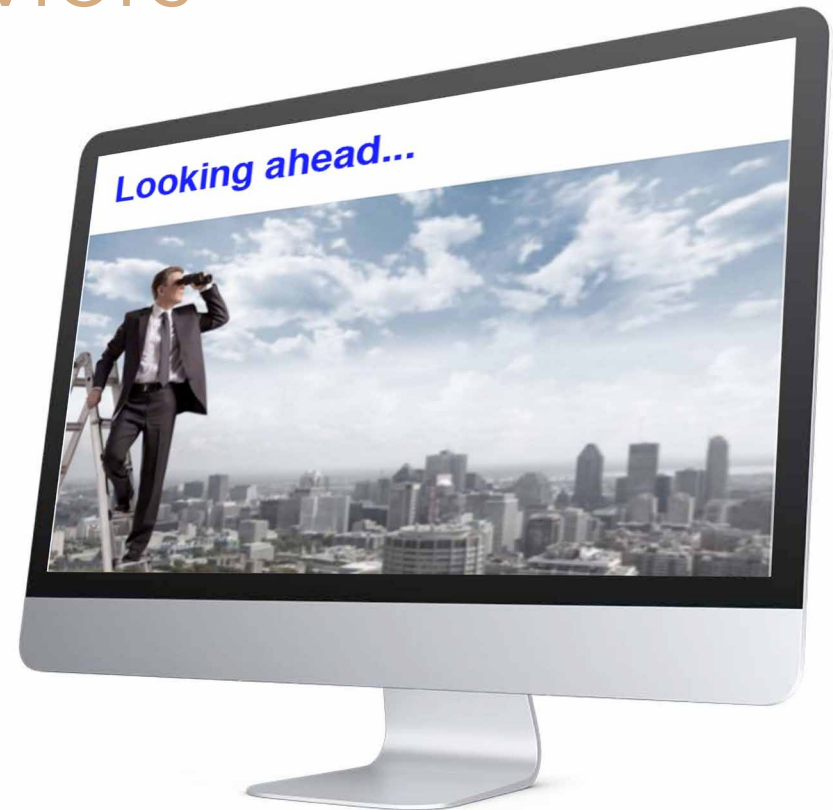
Salespeople often wonder how those opportunity stages in Salesforce.com can actually help them sell more! When you visualize the prospect stages or journey, and give **proven ways and plays** to move prospects forward, then you'll get 100% buy-in to the whole idea of sales stages.

**When we work with sales teams, it's the proven plays to move prospects through the pipeline stages that really engage the salespeople.** Frontline salespeople want ways to *win more often*, so the Board comes with proven selling strategies and tactics.



# Essential Behaviors

Through visual management, The **Board** drives the essential behaviors each sales person needs in order to run a successful pipeline. The **Board** is so powerful that it **sees around corners** and gives the Manager the foresight to spot potential gaps in the sales pipeline and in month or quarter sales.



# Skills = Confidence

The **Board System**™ enables salespeople to come to grips with managing prospects i.e. moving quality prospects forward, faster, and they will start to eliminate stalled deals. This creates a more skilled, but crucially, a more confident sales team.





# The Board is a Coach

For sales managers who want to improve their ability to coach and train their sales teams, the **Board** is the ideal training system to keep sales people on track as it reinforces the key disciplines of Sales – New Business Prospecting, Pitching, Deal Tracking and Knowing their Numbers.

Using the Board is like giving each salesperson their personal coach.  
Ruadh   O'Brien, Sales & Marketing Manager, Prodieco.



# Engage the Team

- Give the Team a Long Term Success System
- Turn a Lot More Pipeline into Revenue
- Turn Your CRM into a Sales Execution Tool
- Turn Your Sales Process into an Income-Producing Process – not an admin chore!



# How We Help

Customise a **Common Language** for your Sales Process.

Customise the **Board System™** for your business (we can also work with your existing Salesforce.com partner).

Supply the Manager Toolkit for **running the Board.**

Train your Sales Team to use the **Board System™**

Follow - Through and Supports.

