#### **Process Mapping: Key Sales Activities & SOPs** (37)



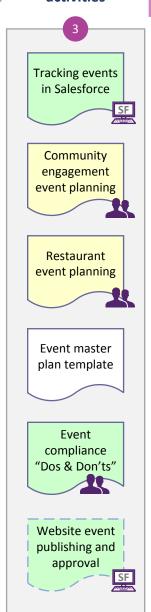
## Onboarding and setup



#### **Pre-sale basics**



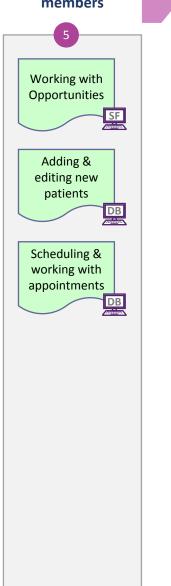
### Event-based activities



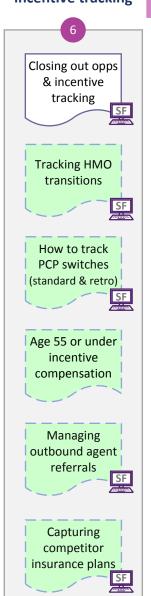
### Advancing the sale



### Adding new members



# Opportunity / incentive tracking



## Managing your sales pipeline

