

Sales Stages	
Stage Name	Probability
1 - Time and Money	20%
2 - Factfind Details	40%
3 - Concept & Quote	50%
4 - Negotiation	60%
5 - Get PO & Deposit	95%
6 - Final Design Visits	95%
7 - Approval Drawings	95%
8 - Build Tools & Equipment	100%
9 - 1st Parts for Approval	100%
10 - Ship & install Order	100%
Closed Lost or Won	