

Opportunity Name Mercury Production Mgmt-Home Office Upgrade

Totals  
Total \$600.00  
Weighted \$300.00  
Probability 50

Sales Revenue System 2.0

- Motivation Fit
- Money Defined
- Methodology Accepted
- Market Options Eliminated

Association  
Contacts  
Albert Barry  
Groups  
Companies  
Mercury Production Management

Days Open  
Open Date 12/17/2009  
Days Open -104  
Est. Close Date 7/17/2010  
Act. Close Date

Status  
 Open  
 Closed - Won  
 Closed - Lost  
 Inactive

Critical Qualifying Questions

What parts of your sales process are not working today?

[Empty text area]

What is the performance-to-plan gap?

[Empty text area]

What growth initiatives have you tried and how are they working?

[Empty text area]

How much time do you have left to close the gap?

[Empty text area]