SALES PROCESS WORKFLOW TEMPLATE

1. MARKETING CAMPAIGN
2. LEAD GENERATION
3. LEAD ASSIGNED TO MANAGERS
4. LEAD FOLLOW-UP
5. QUALIFIED vs. NON-QUALIFIED LEAD
   - IF NON-QUAL: THROW OUT
6. CONVERT LEAD TO PROSPECT
7. GAIN PROSPECT INFORMATION
   - COMPANY
   - OPPORTUNITY
   - CONTACT INFO
8. LEAD FOLLOW-UP
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