## 10 QUANITATIVE MILESTONES TO MEASURE SALES PRODUCTIVITY

Use quantitative measures to determine where a deal is in the pipeline.

10%	First contact	
20%	Field presentation with qualified interest	
30%	Internal qualification discussion	LEARN MORE
40%	BANT qualification - leaning toward competitor	tsrmgroup.com
50%	BANT qualification - vendor neutral	
60%	BANT qualification - leaning toward your solution	
70%	Verbal approval - negotiating terms and conditions	
80%	Executed agreement sent to your channel fulfillment partner	
90%	Executed agreement officially received by the client	
100%	Invoice client-the sales process is now closed	

© 2021 TSRM Group. All rights reserved. No part of this material can be reproduced in whole or in part without express written permission from TSRM Group.