

SalesWerks Level 1.0 Certification

Sales Process Adoption - Validation

Sales Process Stages	Probability
Qualified Opportunity	1%
Presentation	5%
Assessment	15%
Validation	25%
Test/Design	35%
Proposal	50%
Negotiations	75%
Won	100%
Lost	0%

Upload picture/screen shot(s) demonstrating you have adopted the sales process and corresponding probabilities by stage in your CRM.

Learn more at:
<https://www.isapartners.org/networks/imr>

