

## Pipeline Deal Stages

Deal Stages	Deal Probability	Required Properties	Deal Stage Definition
Qualified Lead	20%	Services Desired is known Service Address is known	Lead has expressed interest in your parking solutions and meets basic criteria (e.g., budget, location)
Meeting Scheduled	30%	First Meeting Date is known	Initial meeting or call set up to discuss the client's specific needs.
Researching Proposal	45%	Summary of Client Needs (Long-Text) Buyer Requested Proposal (Yes/No)	Visit site location, gather necessary information to build the proposal
Building Proposal	50%	Site Visit (Checkbox) Received Quotes (Yes/No) Pictures Taken (Yes/No)	After researching your proposal and move into this deal stage while you build out the proposal
Proposal Sent	60%	Amount Proposal Sent On Date Copy of Proposal Uploaded - Rich Text	A customized proposal outlining different solutions and pricing is sent to the client.
Proposal Accepted	70%	Proposal Confirmed Date Contract Build: Dropdown (In-House, Corporate Attorney Needed)	Client verbally agrees to the terms of the proposal.
Contract Submitted	90%	Contract Submitted Date	Contract sent to prospect for review
Contract Signed	100%	Close Date	All legal documents are signed and

		Service Start Date	finalized, marking the official start of the partnership.
Closed Lost	0%	Closed Lost Reason	No