

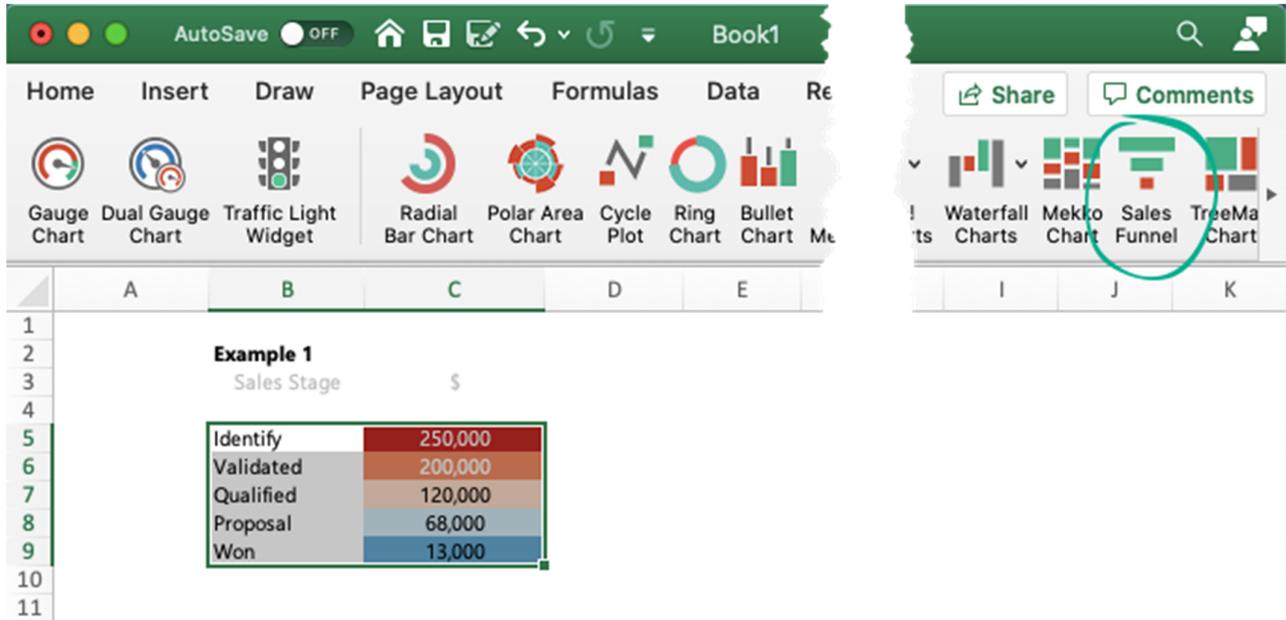
Ultimate Dashboard Tools 10 for Mac

Sales Funnel

If you're wondering what a sales funnel is, imagine a real-world funnel. Some substance is poured at the top of that funnel, filtering down towards one finite destination. In sales, something similar occurs. At the top, lots of visitors arrive who may enter your funnel. However, unlike the real-world funnel, not all who enter the sales funnel will reemerge from the other end.

How to create a new Sales Funnel chart?

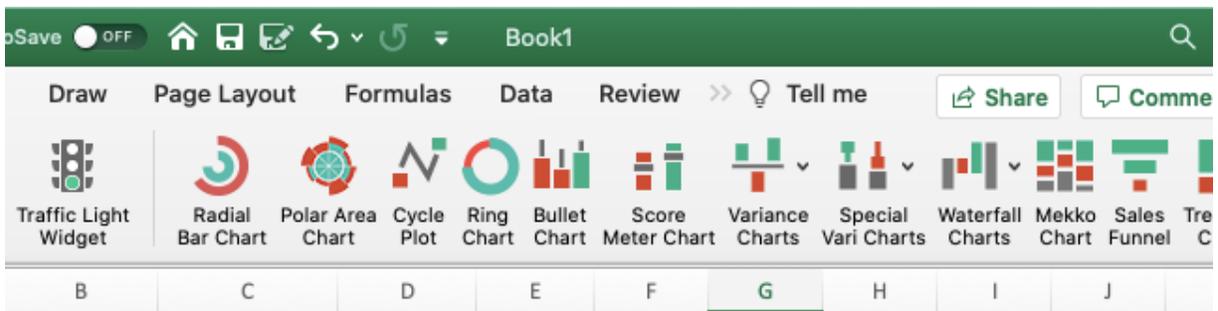
Select the range which contains Descriptions and Values (2 columns)



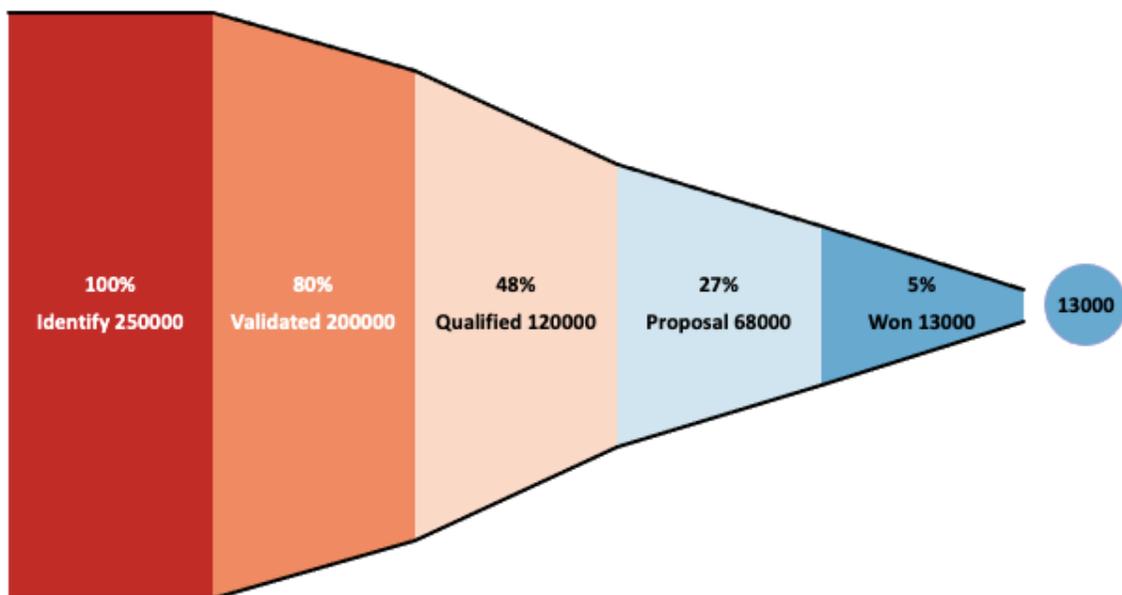
The screenshot shows the Microsoft Excel interface. The ribbon is set to 'Data' and the 'Sales Funnel' icon is highlighted. A table with sales stages and values is selected.

Example 1	
Sales Stage	\$
Identify	250,000
Validated	200,000
Qualified	120,000
Proposal	68,000
Won	13,000

Click the Sales Funnel icon on the ribbon, and it's done!



The screenshot shows the Microsoft Excel interface. The ribbon is set to 'Data' and the 'Sales Funnel' icon is highlighted.



You can change the data; the chart will be updated in real-time.