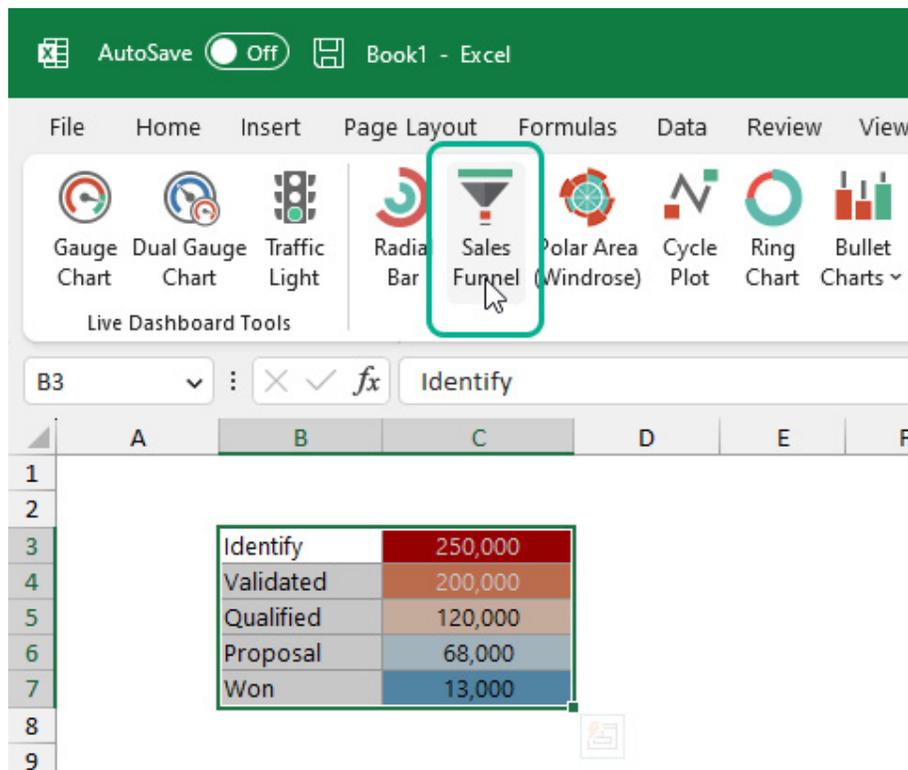


# Sales Funnel

Imagine a real-world funnel if you're wondering what a sales funnel is. 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?

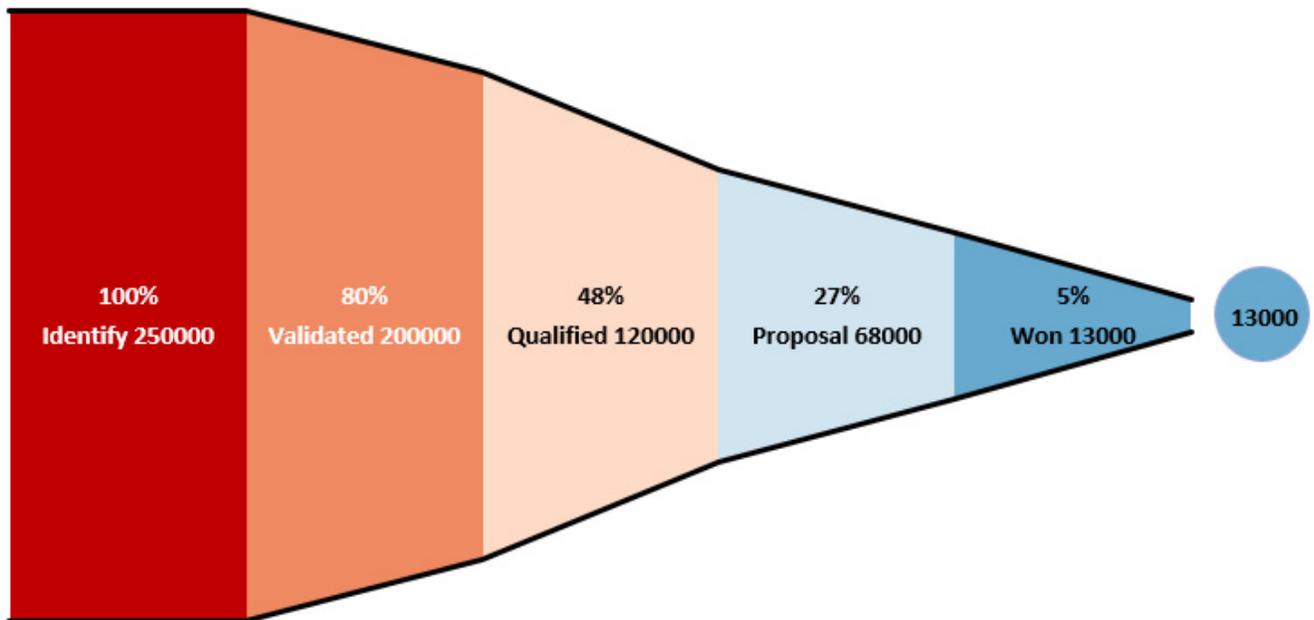
Select the range which contains Descriptions and Values (2 columns) then click the Sales Funnel icon!



The screenshot shows the Microsoft Excel interface. The ribbon is set to 'Insert' > 'Charts' > 'Sales Funnel'. The 'Sales Funnel' icon is highlighted with a red box. Below the ribbon, the worksheet shows a data table with the following content:

	A	B	C	D	E	F
1						
2						
3		Identify	250,000			
4		Validated	200,000			
5		Qualified	120,000			
6		Proposal	68,000			
7		Won	13,000			
8						
9						

The add-in will insert a funnel chart.



You can change the data; the chart will be updated in real-time. Furthermore, you can resize, move, and export the chart to Word or PowerPoint.