

Monthly Quota Reality Check Tool

Monthly Closed Sales versus Funnel Report

Sales Professional:	Date:
1. Monthly Sales Target Assigned sales target for the current month	
2. Closed Business Total Value of opportunities with aligned contracts and assigned as Closed/Won in CRM	
3. Sales Target Gap Monthly Sales Target - Closed Business Total	
4. Closed Business as Percentage of Sales Target Closed Business Total (Line 2) / Monthly Sales Target (Line 1)	
5. Sales Funnel Total Amount of total sales to be closed this month currently in the Apply, Convince, or Tie-It-Up Steps	
6. Sales Funnel Percentage Sales Funnel Total (Line 5) / Sales Target Gap (Line 3)	

