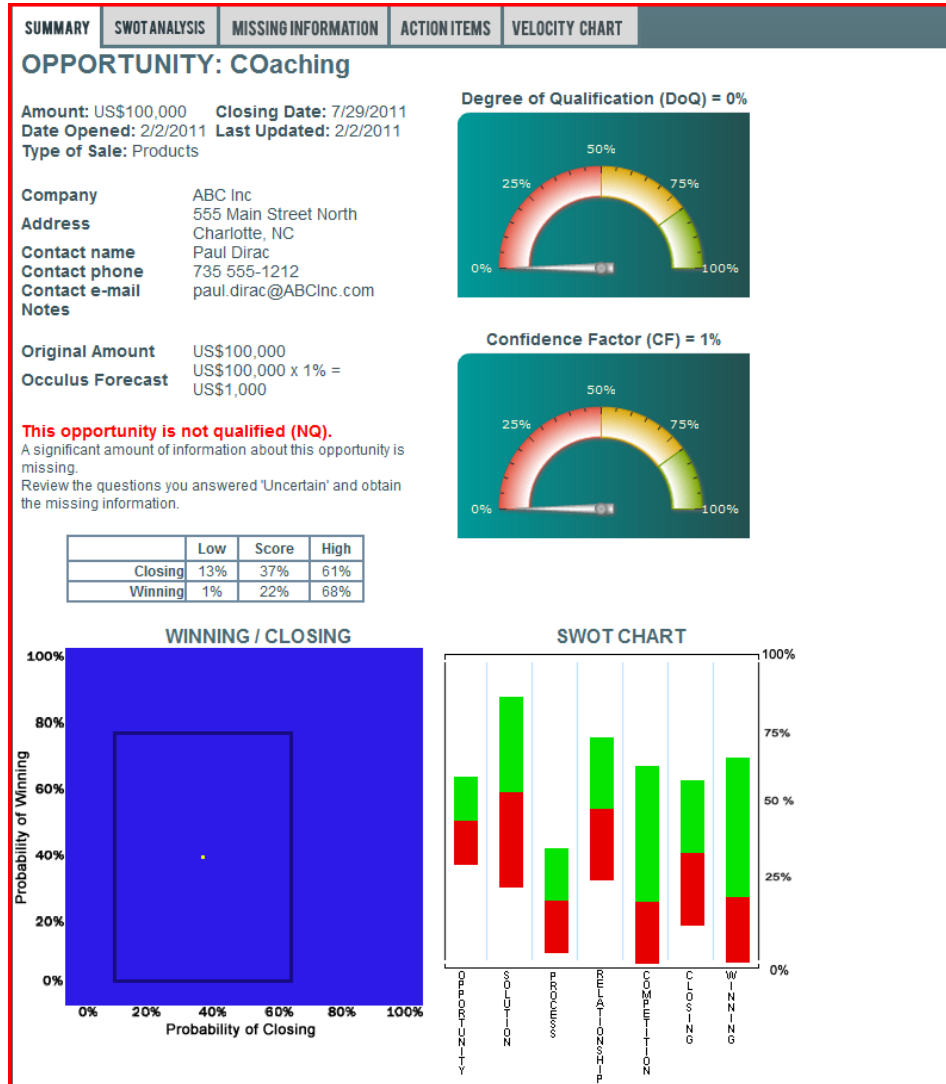


# Identifying Stalled or 'Dead' Opportunities

# Occulus Analysis:



# Identifying Opportunities That Have Stalled

Opportunities that are 'Stalled' or going nowhere are easy to identify from the Velocity Chart. The 3 'Win' Probability Lines are flat or nearly flat over an extended period of time, as shown below.

