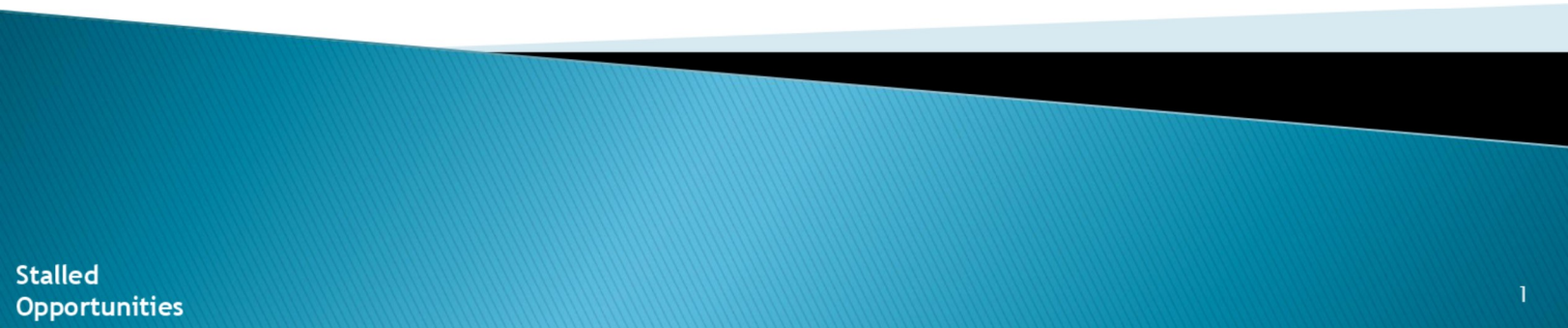


Identifying Stalled or 'Dead' Opportunities



Occulus Analysis:



SUMMARY	SWOT ANALYSIS	MISSING INFORMATION	ACTION ITEMS	VELOCITY CHART
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OPPORTUNITY: COaching

Amount: US\$100,000 **Closing Date:** 7/29/2011
Date Opened: 2/2/2011 **Last Updated:** 2/2/2011
Type of Sale: Products

Company: ABC Inc
Address: 555 Main Street North, Charlotte, NC
Contact name: Paul Dirac
Contact phone: 735 555-1212
Contact e-mail: paul.dirac@ABCinc.com
Notes:

Original Amount: US\$100,000
Occulus Forecast: US\$100,000 x 1% = US\$1,000

Degree of Qualification (DoQ) = 0%

Confidence Factor (CF) = 1%

This opportunity is not qualified (NQ).
 A significant amount of information about this opportunity is missing. Review the questions you answered 'Uncertain' and obtain the missing information.

	Low	Score	High
Closing	13%	37%	61%
Winning	1%	22%	68%

WINNING / CLOSING

SWOT CHART

Stalled Opportunities

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.

