

Time in Stage Tags

Each sales stage includes a recommended timeframe, helping ensure deals move forward and improving win-rate. These best practice guidelines aim to ensure every deal receives the attention it deserves for optimal success.

		Time in Stage			
Sales Stage	Action to Complete	On-Track	Slow	At-Risk	Max Deal Age
New	Send welcome message	1 day or less	2 to 3 days	4 days or more	4
Connecting	Connect with deal	3 days or less	4 to 7 days	8 days or more	18
Connected	Schedule a tour	7 days or less	8 to 14 days	15 days or more	39
Tour Scheduled	Deliver the tour	7 days or less	8 to 14 days	15 days or more	60
Tour Completed	Close the deal	7 days or less	8 to 14 days	15 days or more	81
Closed					