

PROSPECT AWARENESS WITHIN THE SALES FUNNEL

AWARENESS

A prospect is aware that they have a pain point in their organization. They are looking for a solution and have engaged with your business in some way.

ENGAGEMENT

CONVERSION

A prospect has found a solution and is looking for the best company to hire.

SQL

A prospect has narrowed down their list of potential companies to hire and are ready to make the final decision.

SQL

Once the prospect has closed a sale, it's time to move them into your customer retention program and retain them for years.

\$

Prospects Unknown

WJ Hussar



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