

5 simple reports to clean your pipeline data

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Weekly
for
managers

Stuck deals

1

Flag any deals that's been in its current stage 1.5x longer than expected.

Weekly
for reps,
bi-weekly
for
managers

"Fake" opps

2

Flag any deal with a closing date in this quarter that's in an early stage.

Weekly
for
managers

Frequently pushed deals

3

Flag any deal with more than two pushed-out date changes.

Weekly
for reps
and
managers

Past due opps

4

Flag any deal with a close date in the past that's still in an active stage.

Weekly
for
reps

Neglected deals

5

Flag any deal that hasn't had its next steps updated in the past 30 days.

See the post: [Falcon.ai/articles/clean-pipeline](https://falcon.ai/articles/clean-pipeline)

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