



Report: Opportunity Trends  
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Total Records: 94  
Total Historical Amount: \$6,830,000.00

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Historical Stage	As of Date	10/1/2021	11/1/2021	12/1/2021	Total
Prospecting	Sum of Historical Amount Record Count	\$100,000.00 1	\$100,000.00 1	\$100,000.00 1	\$100,000.00 3
Qualification	Sum of Historical Amount Record Count	\$15,000.00 1	\$15,000.00 1	\$15,000.00 1	\$15,000.00 3
Needs Analysis	Sum of Historical Amount Record Count	\$675,000.00 1	\$675,000.00 1	\$675,000.00 1	\$675,000.00 3
Value Proposition	Sum of Historical Amount Record Count	\$130,000.00 2	\$130,000.00 2	\$130,000.00 2	\$130,000.00 6
Id. Decision Makers	Sum of Historical Amount Record Count	\$110,000.00 3	\$110,000.00 3	\$110,000.00 3	\$110,000.00 9
Perception Analysis	Sum of Historical Amount	\$120,000.00	\$120,000.00	\$120,000.00	\$120,000.00

# How Do You Export In Excel

**Robert R. Redfield**



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