

### Sales Pipeline Management Best Practices

<input type="checkbox"/>	Invest time and resources
<input type="checkbox"/>	Make it easy for managers and reps to do their jobs
<input type="checkbox"/>	Make sure to measure
<input type="checkbox"/>	Spend less time on administration
<input type="checkbox"/>	Take advantage of data
<input type="checkbox"/>	Collaborate
<input type="checkbox"/>	Keep sales cycles short
<input type="checkbox"/>	Forecasting accuracy by rep
<input type="checkbox"/>	Pipeline trend