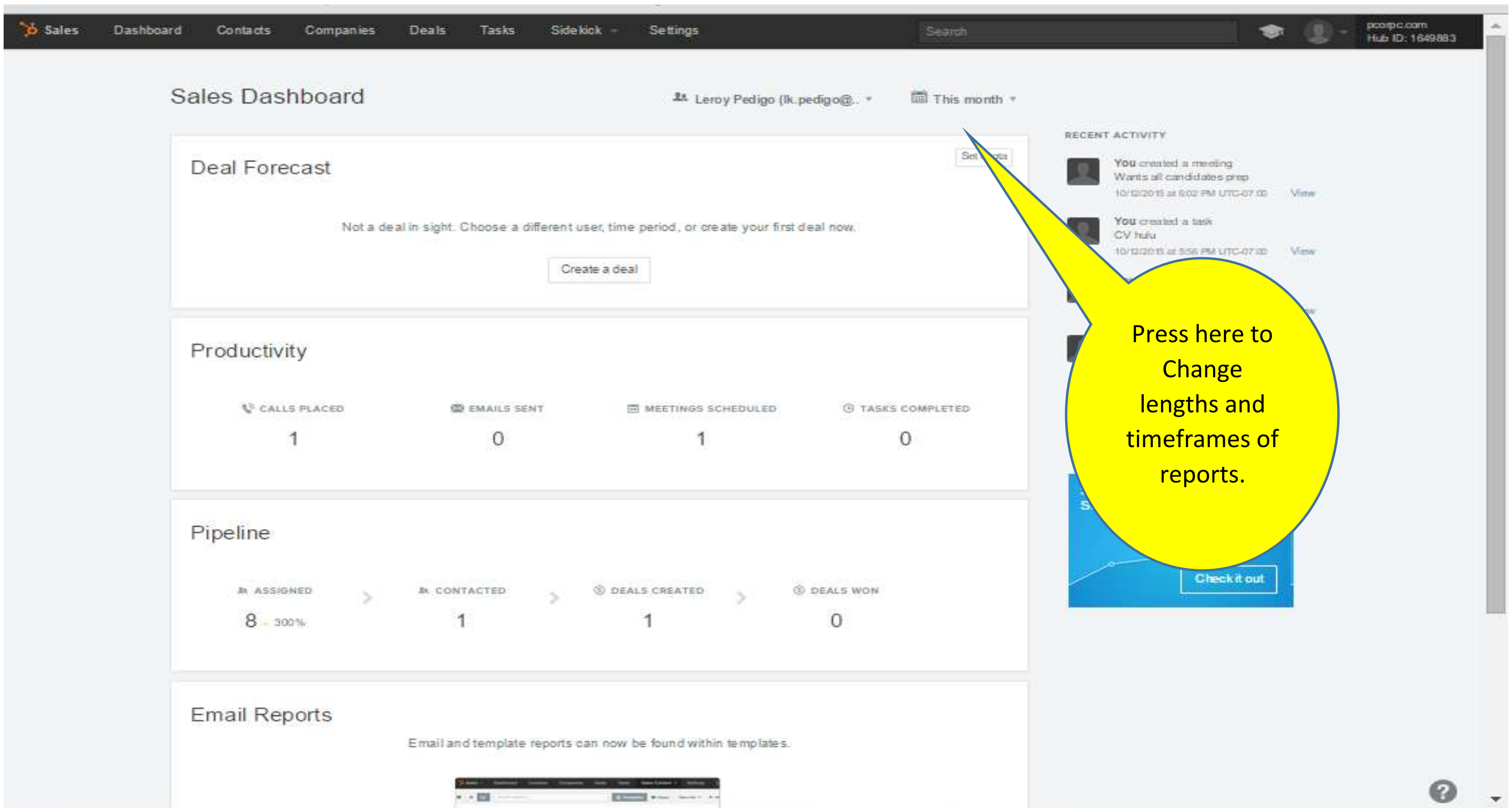
Knowing Your Numbers- CRM Contact KPI"s



On the sales dashboard is an easy snap shot of where you are. There are also other tools on this to dashboard where you are able to follow your progress on day to day, week to week, month to month, and year to year timeframe.

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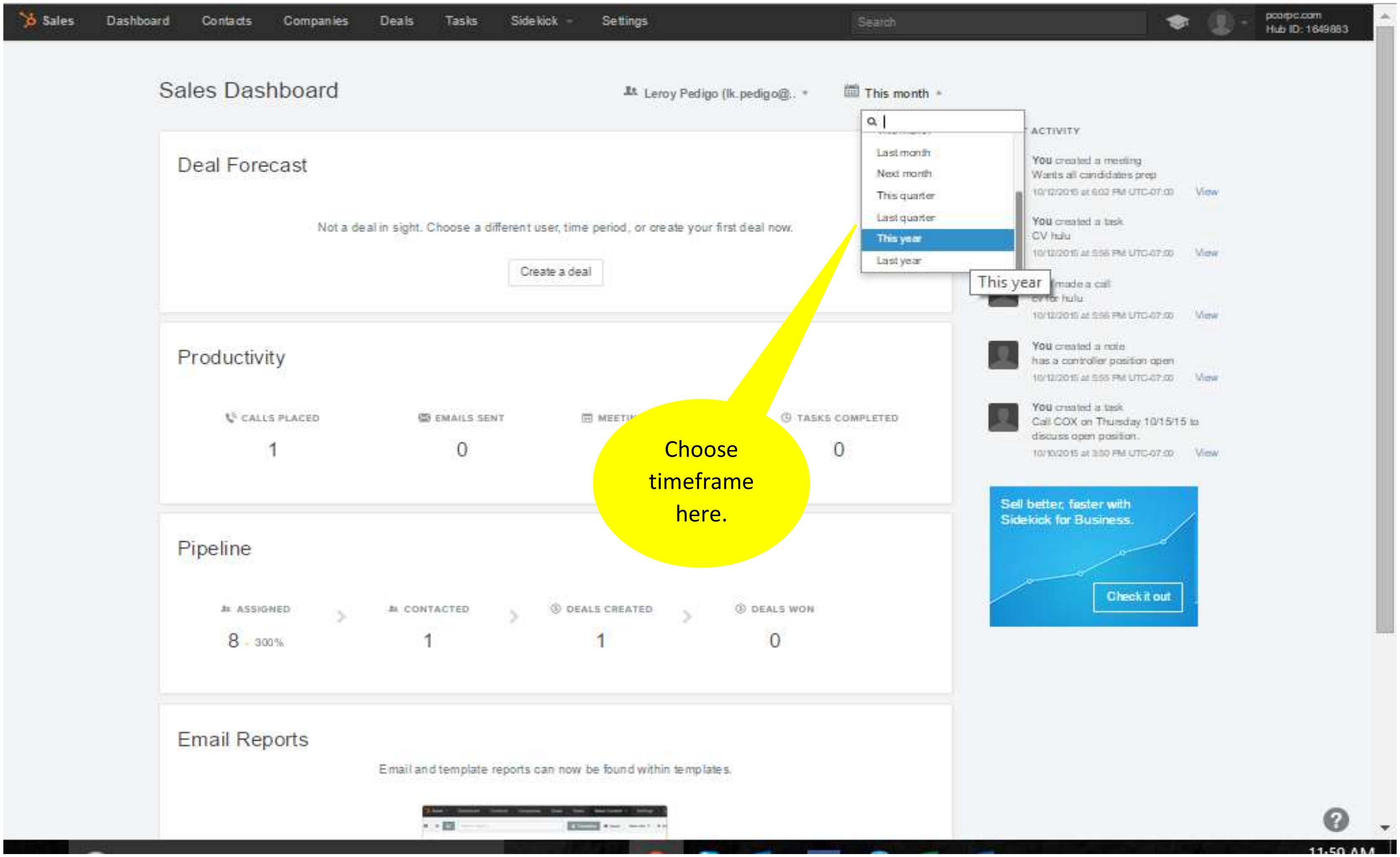
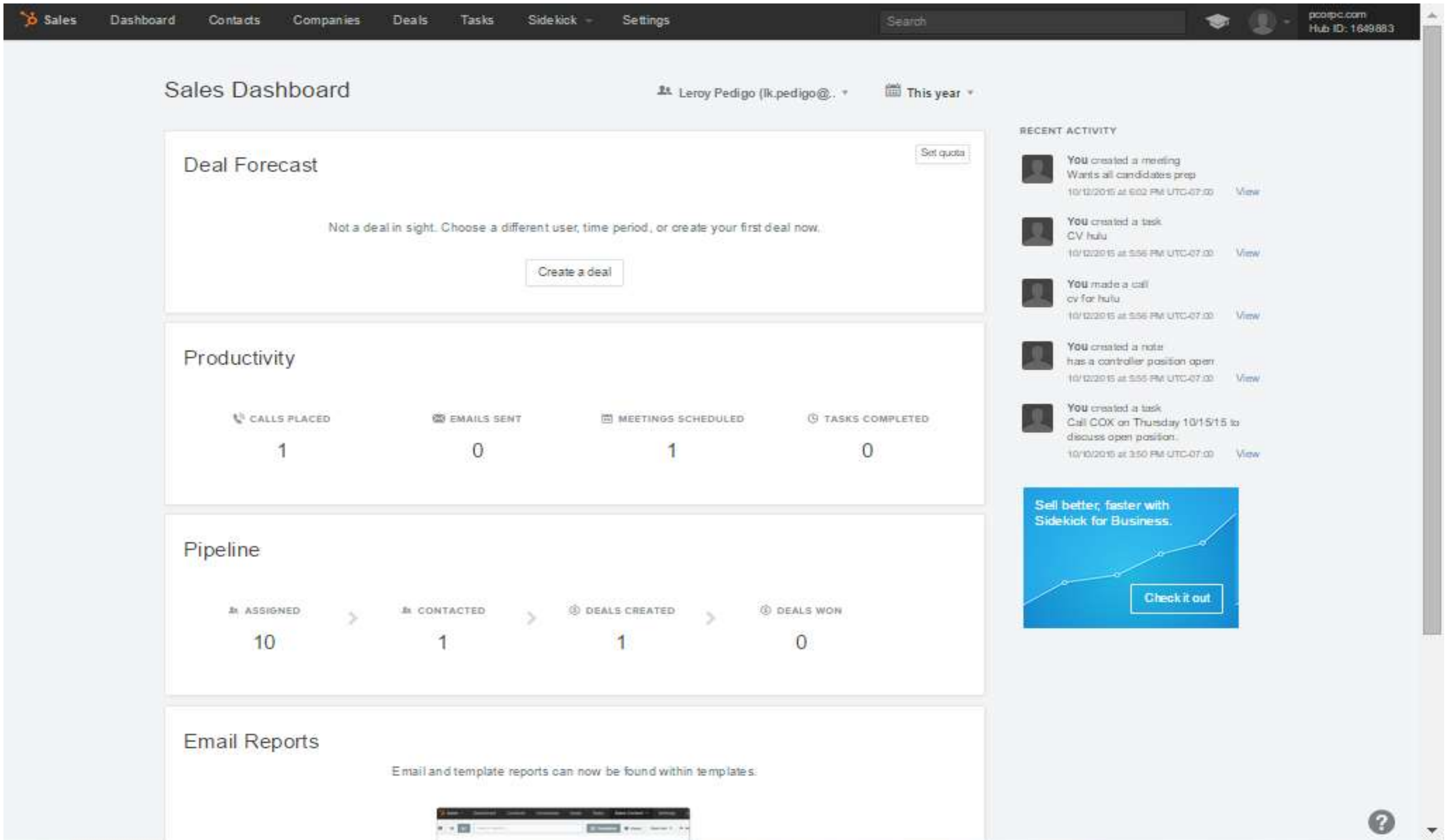


Once you click there a drop down menu will appear and here you can choose the time frame you want a nd click it and the totals for that time period will appear.



Then your totals for that period will appear under the **Assigned** section under **Pipeline** area.