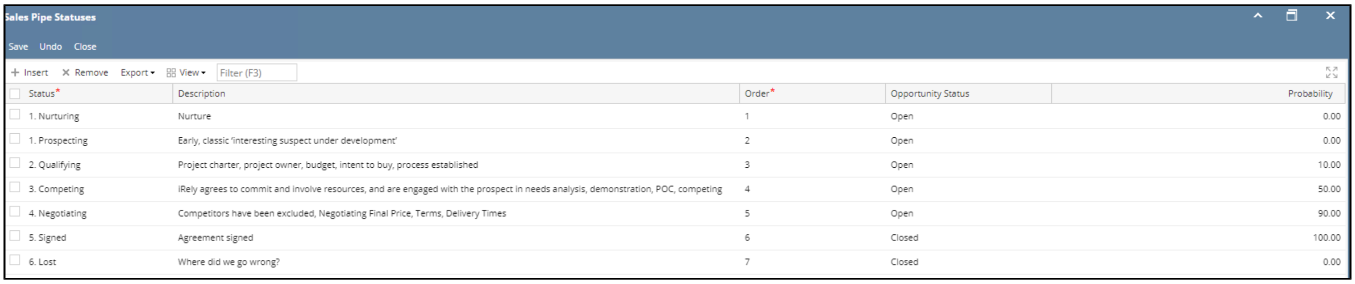
# Create Sales Pipe Status

1. From **CRM** module, click **Sales Pipe Status**. Sales Pipe Status screen will appear.




| Status* | Description | Order* | Opportunity Status | Probability |
|---|---|---|---|---|
| 1. Nurturing | Nurture | 1 | Open | 0.00 |
| 1. Prospecting | Early, classic 'interesting suspect under development' | 2 | Open | 0.00 |
| 2. Qualifying | Project charter, project owner, budget, intent to buy, process established | 3 | Open | 10.00 |
| 3. Competing | iRely agrees to commit and involve resources, and are engaged with the prospect in needs analysis, demonstration, POC, competing | 4 | Open | 50.00 |
| 4. Negotiating | Competitors have been excluded, Negotiating Final Price, Terms, Delivery Times | 5 | Open | 90.00 |
| 5. Signed | Agreement signed | 6 | Closed | 100.00 |
| 6. Lost | Where did we go wrong? | 7 | Closed | 0.00 |

2. To add new Sales Pipe Status, go to the next available row or click Insert button.

3. Provide ****Status***, Description, ****Order,*** Opportunity Status & Probability.

(Status should be unique)

4. Click **Save** button to save the data.

**user can add multiple Sales Pipe Status as long as the Status is unique.*

****text*** *- denotes required field to create Sales Pipe Status*