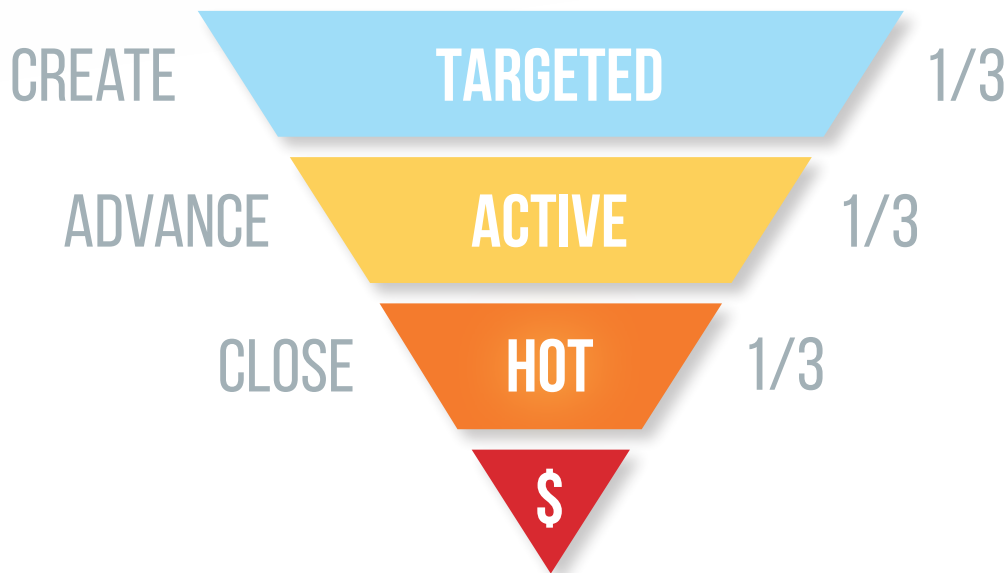
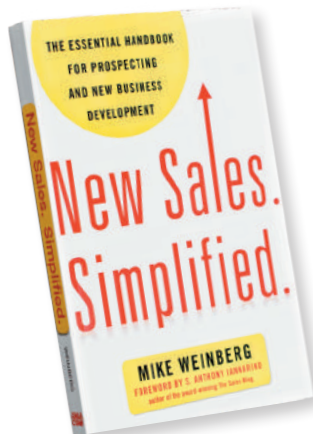


FOOLPROOF FRAMEWORK TO ENSURE A FULL, BALANCED, HEALTHY PIPELINE:

We Must Intentionally Segment Our Time and Focus Across Accounts and Opportunities at Each Stage of the Sales Cycle/Pipeline



If you'd like more from Mike on this powerful concept and help executing a successful new business development sales attack, check out Episode 25 of [The Sales Management. Simplified. Podcast](#) and see Chapter 14 in [New Sales. Simplified.](#), his 9-year best seller named on multiple lists at Top-5 Sales Book of All-Time.



THE SALES MANAGEMENT. SIMPLIFIED.
PODCAST
WITH MIKE WEINBERG