

SCORECARD:  
**QUALIFYING OPPORTUNITIES**  
*VIRTUALLY*

CATEGORY	CRITERIA	YES	NO	UNSURE	SCORE
Solution alignment	Key contacts have articulated that our solution is different and better than alternatives				
Decision-making process	Key Buying Influences have clearly described the decision-making process				
Timing	We know all elements of the critical path including decision making timing and timing for impact				
Other people	We know who the Economic Buying Influence is and have access				
	We have at least one strong Coach (advocate)				
Competition	Key contacts have shared the options they're considering and how they feel about each				
Budget	Key Buying influences have described the existence of budget for this or a clear path to getting it				
				<b>TOTAL</b>	