**6 Steps to Create A Sales Process Checklist**

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| **#** | **Creating A Sales Process Checklist Steps** |
| □ | 1. Review the Eight Pipeline Stages |
| □ | 2. Customize Your Sales Process |
| □ | 3. Create Supporting Activities for Each Stage |
| □ | 4. Establish Measures of Success |
| □ | 5. Setup & Implement the Sales Process in Your CRM |
| □ | 6. Measure Performance & Pivot as Necessary |