

# SANITY-CHECKING YOUR PIPELINE W/ TO-GO COVERAGE

— How to get a clearer view of your pipeline health as the quarter progresses —

- ❑ Add up your bookings so far this quarter + **CALCULATE YOUR “TO-GO” BOOKINGS NUMBER** – “how much you have to-go” to hit your quarterly goal
  
- ❑ **ANALYZE WHAT’S LEFT** (expected value/weighted) in your pipeline with close dates in this quarter + calculate your pipeline coverage (total weighted pipe / to-go amount)
  
- ❑ **SANITY-CHECK** your remaining pipeline by drilling down into:
  - STAGES: What’s earlier stage vs. later stage? Earlier stage deals become less and less likely to close in “this quarter” as time progresses and may need to be pushed out.
  - CLOSE DATES: What’s at risk of pushing into next quarter? Opportunities with dates near the end of the quarter may be at risk of sliding out.
  - PROBABILITIES: What % of remaining realistic opportunities do you have to win to hit your bookings number?



**NEED MORE PIPELINE?** [Check out this article by PG Board Member Dave Kellogg](#) for ideas on how to create it in a hurry