

Title:

Are You Going To Win? Constantly Qualify Your Opportunities

Word Count:

494

Summary:

Constant qualification is the process of continuously evaluating all of your opportunities to

First off, you need to understand the importance of having a formal bid/no bid process. This i

Keywords:

proposals, proposal writing, sales, qualification, opportunities

Article Body:

Constant qualification is the process of continuously evaluating all of your opportunities to

First off, you need to understand the importance of having a formal bid/no bid process. This i

As you get greater understanding of the specification you may realise that it isn't as suitabl

With any opportunity, one thing you need to do is keep finding out more about it. Ask question

At regular points during the opportunity take a look back at your original decision to bid. Is

You should plan and use structured methodologies for qualification throughout the bidding proo

The Learn to Write Proposals ([www.learntowriteproposals.co.uk](http://www.learntowriteproposals.co.uk)) Prospect Qualification Tool giv

This constant qualification also allows you to see where you need to strengthen your bid. You

Qualification and preparation are the least liked processes of contracting by the majority of

Overall, the goal is constantly qualify to evaluate your win chances. Qualifying for those con

This is a demo version of txt2pdf v.10.1

Developed by SANFACE Software <http://www.sanface.com/>

Available at <http://www.sanface.com/txt2pdf.html>