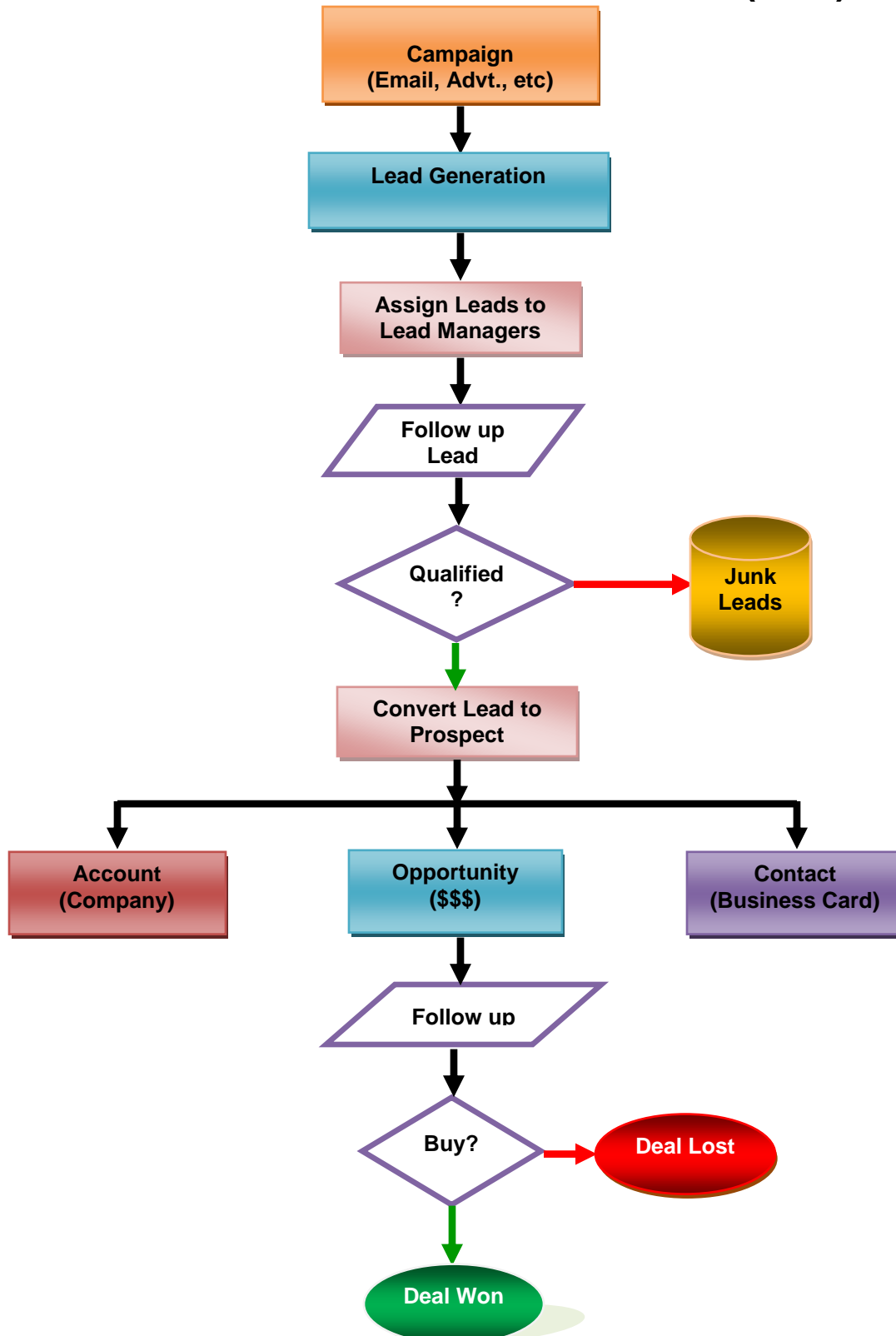
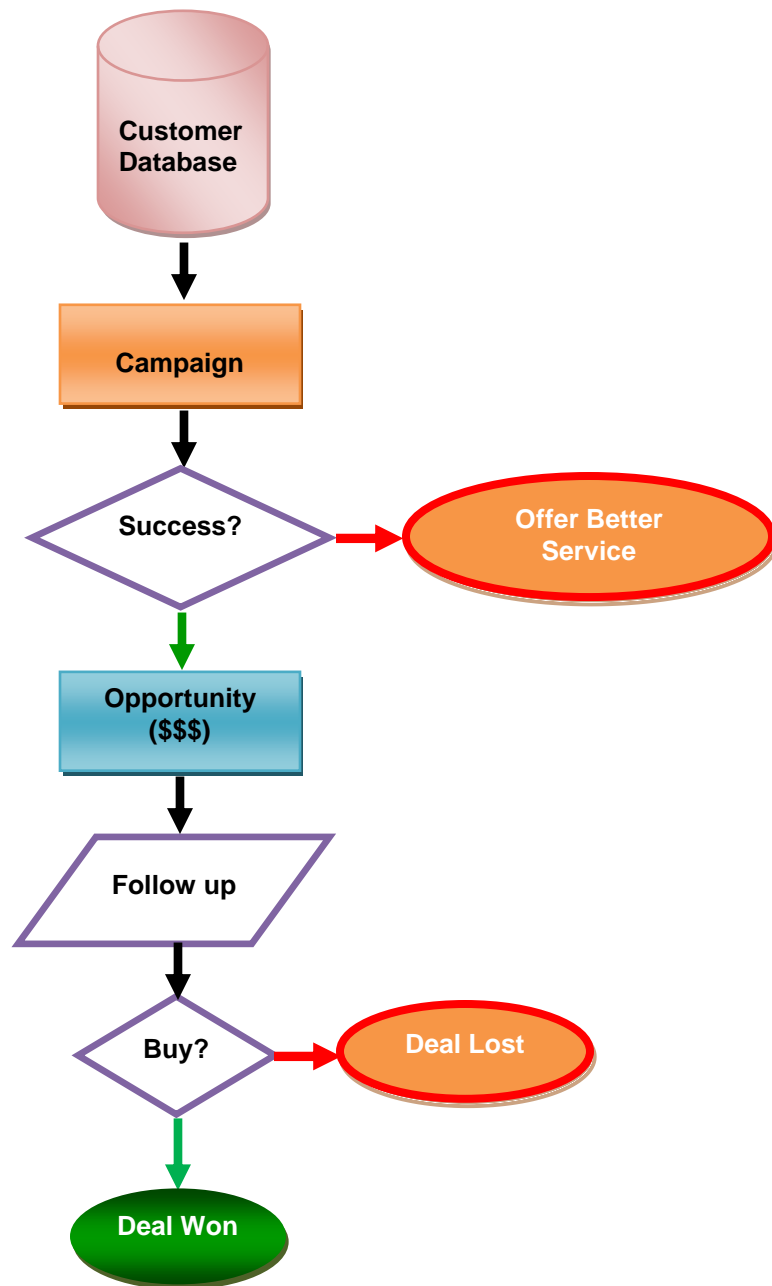


Sales Flowchart – New Business (B2B)

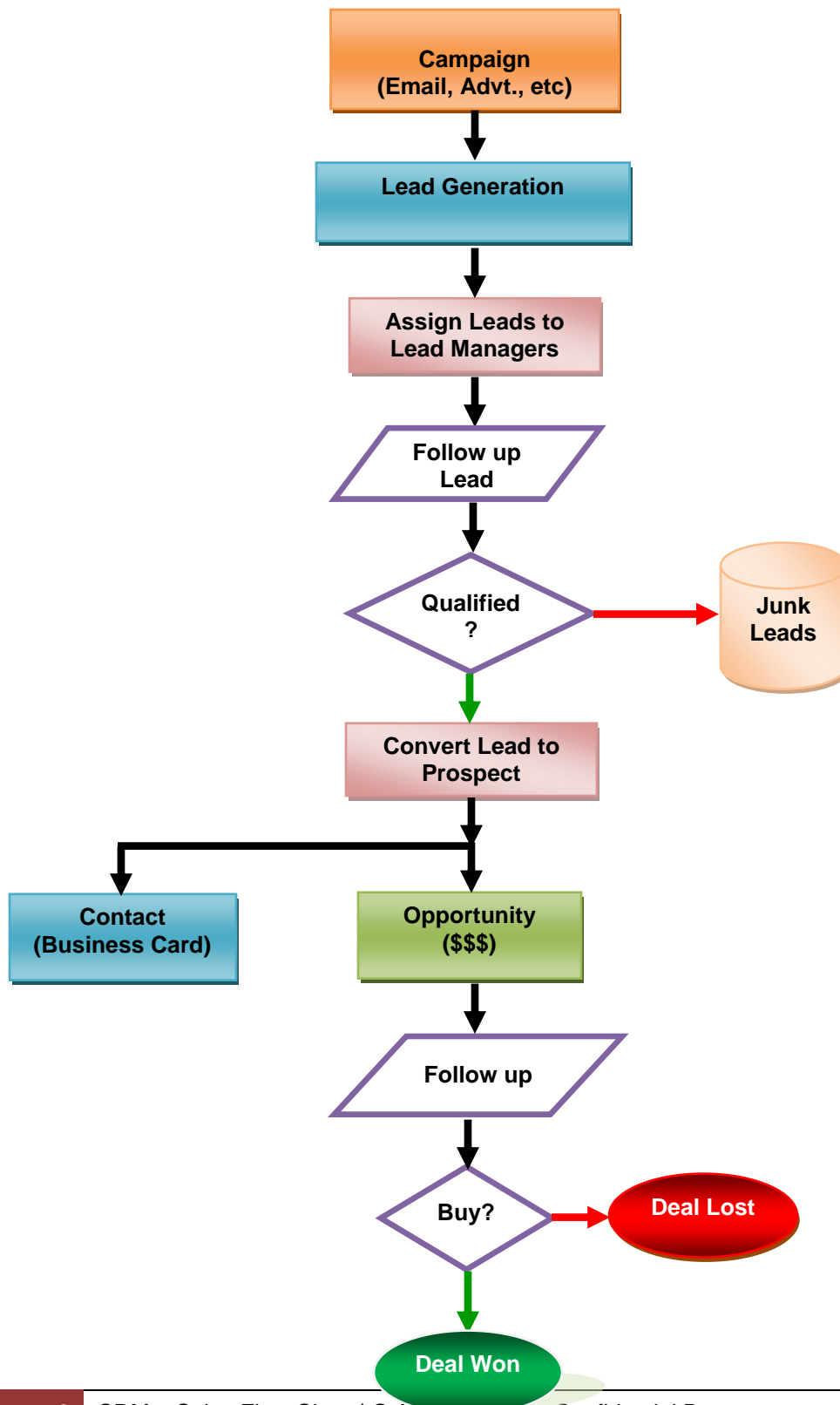


Sales Flowchart – Existing Business (B2B)

(Cross-Selling & Up-Selling Opportunities)

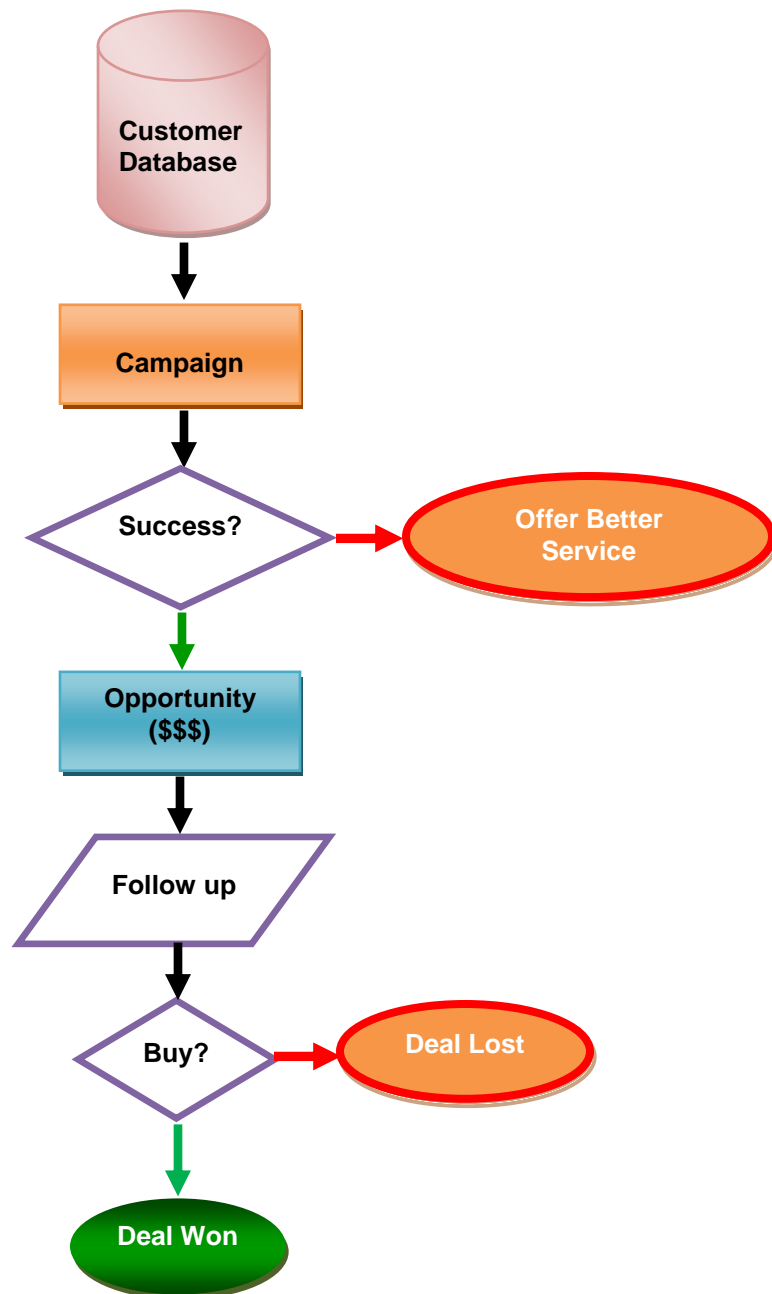


Sales Flowchart – New Business (B2C)



Sales Flowchart – Existing Business (B2C)

(Cross-Selling & Up-Selling Opportunities)



Definitions

B2B – Business to Business (One business selling products/services to another business)

Ex: Company selling products to another company

B2C – Business to Consumers (Businesses selling products/services to individuals)

Ex: Individual person purchasing books from Amazon.com

For more details refer: <http://zohocrm.wiki.zoho.com>

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