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margin this is the amount of gross profit a business ... **marketing return on investment (mroi)** - marketing return on investment (mroi) ... lift from sales funnel - cost of lift) / marketing investment where lift from sales funnel = additional value created by a new funnel, a change in the close rate within the existing sales funnel, or a change in the structure of the funnel itself. the funnel conversion (or pipeline conversion) approach to measuring mroi is another variation on the ... **sales funnel calculator template user guide** - sales funnel calculator template user guide excel spreadsheet this excel-based template is a convenient application for sales funnel/pipeline management. you can use the sales pipeline management tool to provide metrics and visibility on all stages of the sales pipeline/funnel. it calculates the value and number of new business opportunities and leads required at each stage of the pipeline ...

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