Is a Spreadsheet/Template All I Need?

☐	Is your business at an early stage?
☐	Are budgets tight?
☐	Do you only have one or a few sales reps?
☐	Are you managing a hundred leads or fewer?
☐	Are you comfortable with spreadsheets?
☐	Do you have simple reporting needs?
☐	Do you only have a few important metrics to track?
☐	Is it easy to schedule people's time at this point?