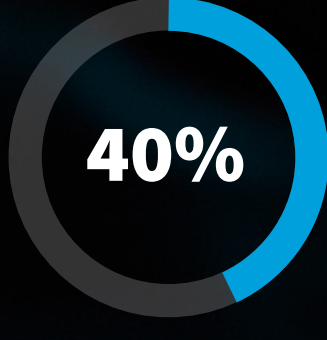
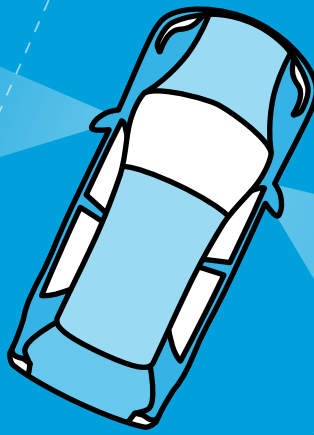


# Navigate Sales Blindspots to Minimize Revenue Risk

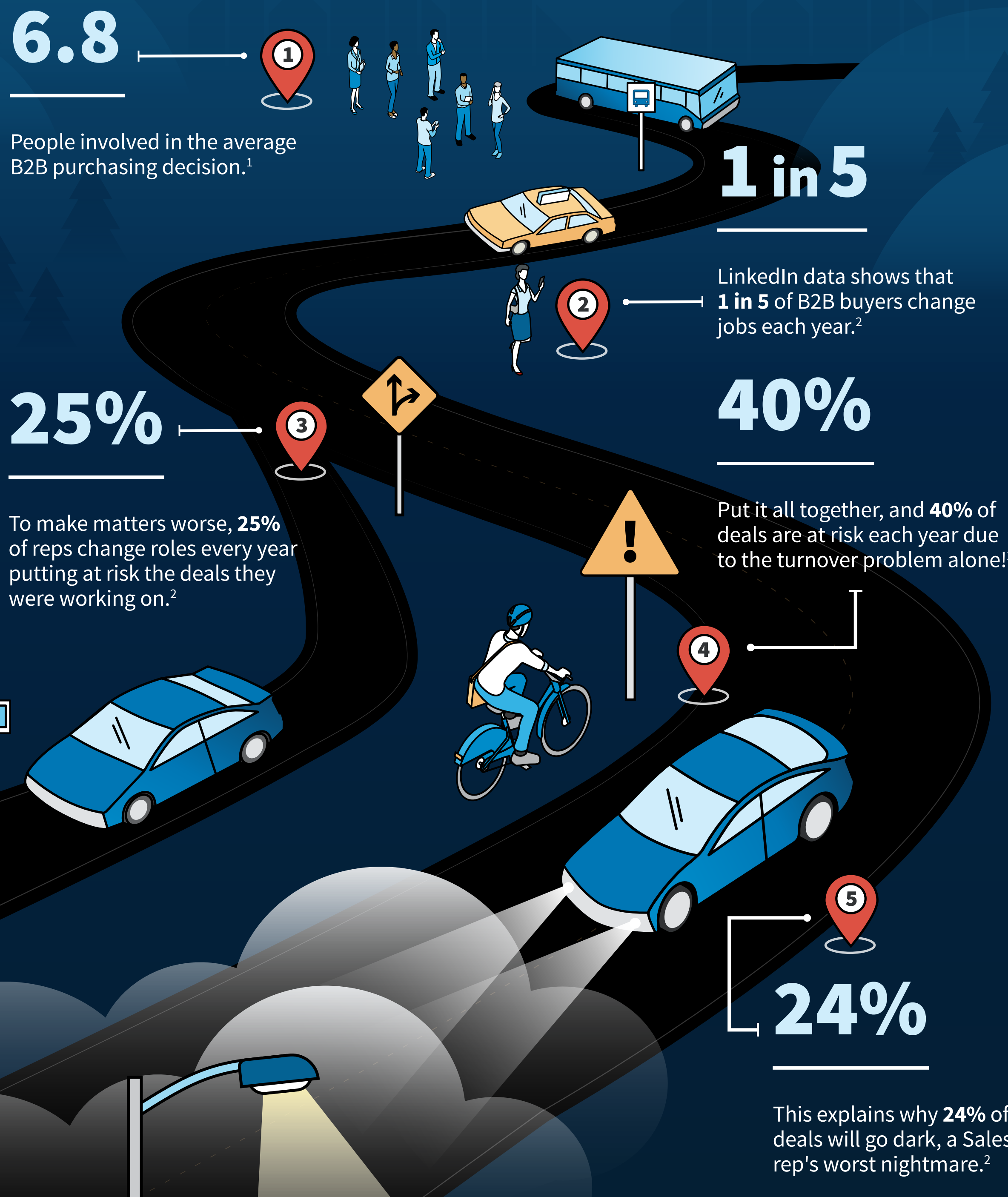


LinkedIn data shows that **40%** of deals are at risk due to relationship turnover each year.

Every car has blindspots and what you can't see **can** hurt you—sales is no different.



Sales teams have never faced more risk—**5 telling statistics:**



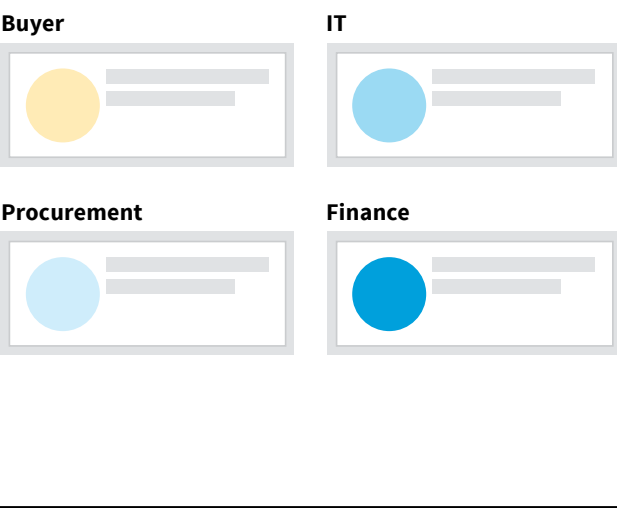
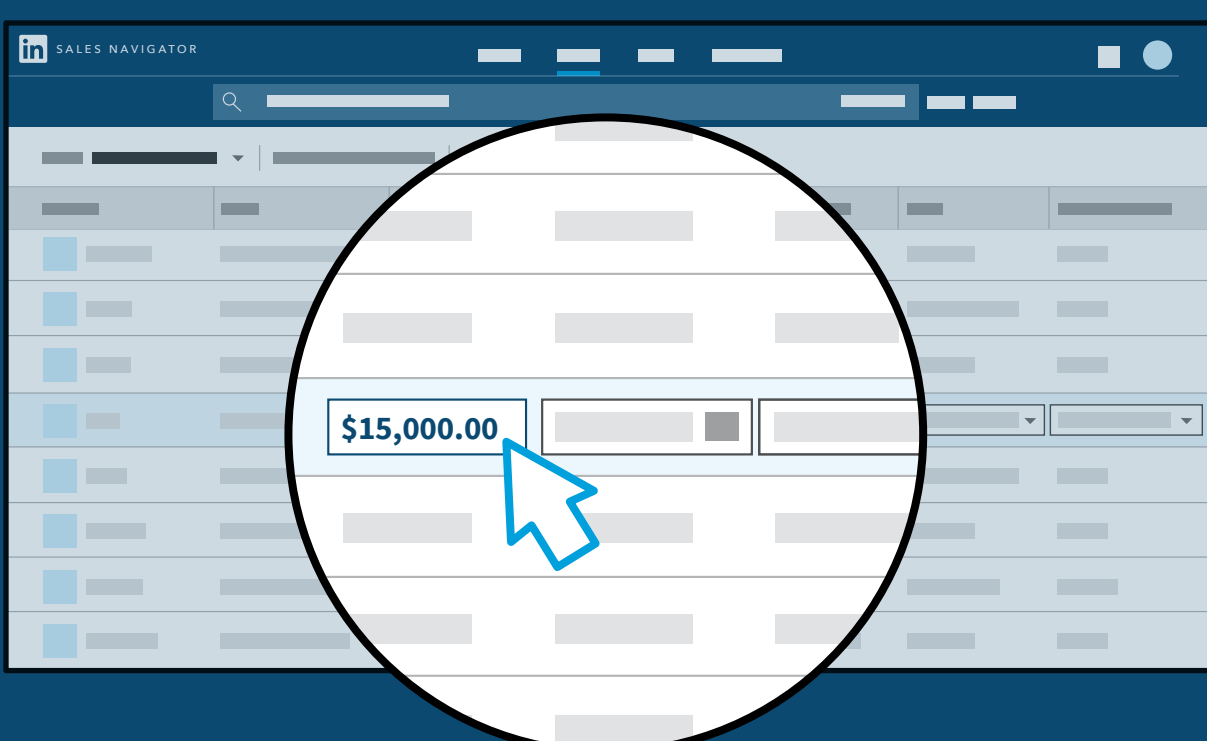
How can sales teams gain the visibility they need to mitigate pipeline risk and drive deals forward?



Sales Navigator Deals eliminates blindspots by equipping sales teams with an effective way to manage pipeline and customer relationships.

## Effectively manage pipeline with a shared view

With Deals, managers and reps have a single place to assess the state of each of their deals. This real-time visibility into pending deals leads to productive deal review sessions that prevent stalling or even loss of deals.

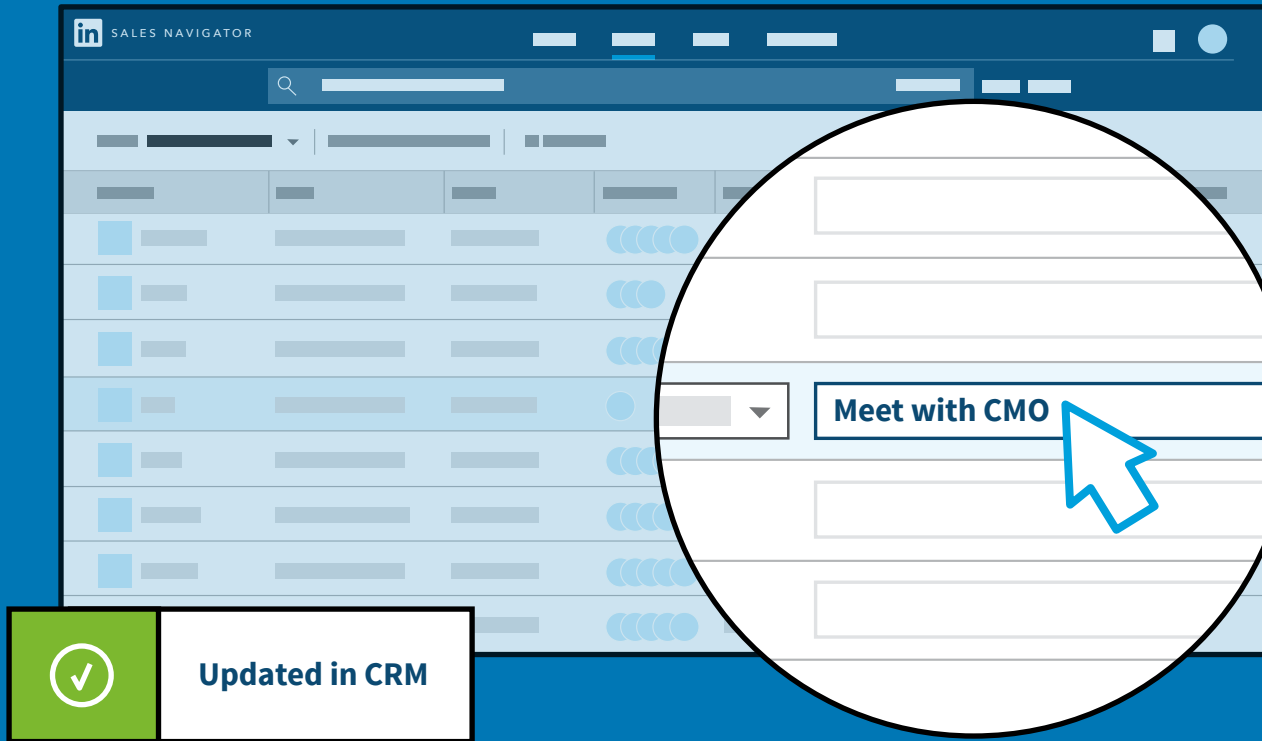


## Identify all key stakeholders with the new Buyer Circle feature of Deals

Buyer Circle enables managers to better understand the decision makers involved in a deal—and identify missing players. With this visibility, managers can coach reps on strategies to influence each stakeholder and move a deal forward.

## Keep your CRM up to date

With Deals, reps can now quickly view all deal information in a single place and easily edit deal size, stage, close date and other information on the fly. All changes are immediately and automatically written back to CRM.



Navigate sales blindspots and master your pipeline with Sales Navigator Deals, powered by the LinkedIn network of over 500 million members.

Learn more at [www.linkedin.com/deals](http://www.linkedin.com/deals)

