



Get results

SALES
 DEVELOPMENT

OPPORTUNITY
 GENERATION

LEAD
 GENERATION

RECRUITMENT
 SERVICES

SALES FORCE
 AUTOMATION

416.489.2025
 TRGSalesConsulting.com

The Quality of Lead Scale

The Quality of Lead Scale (QLS) defines the entire spectrum of the sales funnel, from prospect to final sale. The Results Group uses this model to define exactly where each prospect is in the process and what are the most appropriate actions needed to move them forward.

