

**opsdog**

**WORKFLOW**

**SALES**

## New Business [Financial]

**BPMN 2.0 FORMAT**

**The OpsDog General Line Hierarchy**

- Sales
  - Customer Service
  - Call Centers
  - Product Development
  - Collections
- Sales Support
  - Telemarketing (Inside Sales)
  - Field Sales (Outside Sales)
    - New Business [Financial]
- Sales Performance Management
  - Commissions & Incentives

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**New Business [Financial]: Workflow**

- A New Business & Referral Processing
- B Client Negotiation

**Workflow Description**

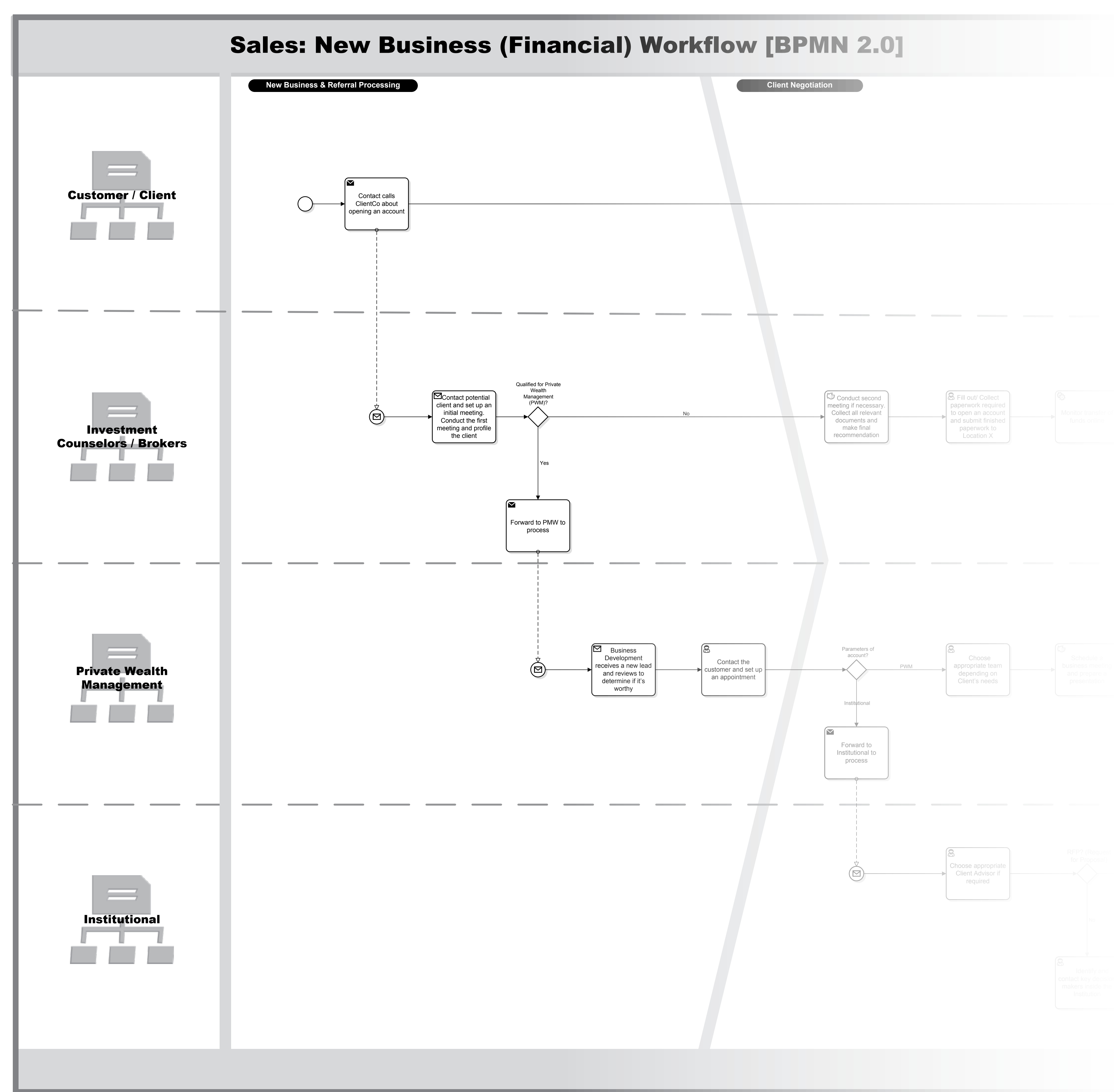
The process of attracting (marketing), generating and processing (on-boarding) new customer accounts. Deals specifically with financial services-related firms.

**Legend**

- Start Event
- Intermediate Event
- End Event
- Gateway
- Group
- Task
- Expanded Sub-Process
- Pool
- Sequence Flow
- Message Flow

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Tuesday, June 10, 2014, 10:53:35 AM



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