

Prospect Stage Distribution vs. Peer Group

The **Prospect Stage Distribution vs. Peer Group** viewport compares the number of prospect records in an officer's portfolio by prospect stage. This distribution of prospect records by stage is compared to the average distribution of the officer's Peer Group.

You can view this distribution to include **Primary** relationship assignments, **Non-Primary** (i.e. any secondary assignment type), or **All** assignment types by clicking on the appropriate radio button at the top of the viewport.

In addition, you can hover over the bars in the viewport for additional information or click on the bar to see which prospect records are in each cultivation stage.

Key Definitions Related to this Viewport:

- **Prospect Stage:** The stages you use internally have been mapped for reporting purposes to the five stages displayed in this report (i.e. identification, qualification, cultivation, solicitation, and stewardship). Your internal prospect stages are displayed in the pop-up list generated by clicking on the bar in the report.
- **Peer Group:** A set of gift officers that have similar roles and should be evaluated as peers. Peer Groups are configured by your institution's system administrator in Fundraiser Performance Management.