Accelerate the right work.

A one-page prompt for your next late-stage deal review.

FICTIONAL EXAMPLE / 10 WORKING DAYS AVAILABLE

17	>	12	>	12
Sequential		**Reviews overlap**		**Then faster legal**

Funding: 3 days. Security: 7. Legal: 5. Signature: 2. Reviews begin after funding; signature waits for every earlier step.

Overlapping legal and security saves five days. Cutting legal from five to two saves no more: security is the longer review.

All durations and dependencies are assumptions, not buyer confirmation.

01 What purchase decision has the buyer made?

Record what supports it, who confirmed it and when.

02 Who can confirm the remaining work?

Name the approval, buyer owner, prerequisite and duration.

03 What evidence would change our timing call?

Separate continued pursuit from inclusion in this period.

A calendar that fits is not proof of a close. The model omits hidden approvals, shared resources, queues and willingness to buy. Monday-Friday only; holidays are not automatic.

Original Quality Revenue exercise / Private-review draft / November 2026