

# The Forecast Confidence Check

Score whether your forecast can be trusted — not just reported — before the board asks.

**Why this exists.** The pipeline has never been more active; the number has never been harder to trust. A deal isn't commit until the buyer has done something real. **Give away the X-ray; the install is ours.**

## Score each late-stage deal (1–5 each)

| Test               | What good looks like                                                                             | Score |
|--------------------|--------------------------------------------------------------------------------------------------|-------|
| Stage evidence     | The deal meets your stage's exit criteria with real artefacts — not a rep's optimism.            |       |
| Economic buyer     | You've engaged the person who owns the budget, not just a champion.                              |       |
| Buyer commitment   | The buyer has taken a real action recently (shared data, looped in stakeholders, agreed a plan). |       |
| Value quantified   | The commercial case is concrete enough to justify the spend.                                     |       |
| Next step diarised | A specific, mutually-owned next step is in the diary.                                            |       |

## Read it

Low scores aren't "bad deals" — they're deals where the forecast is opinion, not evidence. Those are the ones that slip.

Which committed deals are actually opinion, not evidence?

**This is the DIY version.** We run the rhythm with you until the forecast reflects what's really about to happen. [closingfoundry.com](https://closingfoundry.com)