The dashboard

What each number and card on the Franchise Development dashboard means, and what to do about it.

The dashboard is the first page of Franchise Development. It is built to answer the development manager's morning questions: what is open, who is waiting, what is stuck, and what happened since yesterday.

The four counters

Counter	What it counts	What to do
Open deals	Deals in any open stage.	Open the board.
Candidates	People whose status is Candidate.	Compare with open deals — a gap is people with no deal.
Signed, last 30 days	Deals moved to a Signed stage in the last 30 days.	Your run rate.
Awaiting first response	Candidates with no first response recorded.	Call them. Logging the call clears them.

Pipeline

A bar per open stage with the number of deals in it. **Open the board** takes you to those deals.

Slow deals

Deals that have been in their stage longer than the stage's **target days**, oldest first. Set target days on each stage in Development Settings; a stage with no target never appears here. Click a deal to open it.

Recent activity and Tasks

The last ten timeline entries across every candidate, and the counts of tasks overdue and due today with a link to the Tasks page.