When a deal is signed

What Gorilla Dash does when a deal reaches a Signed stage, and how the candidate becomes a franchisee.

The last open stage in the default pipeline is **Agreement**, and its gates are the disclosure waiting period having elapsed and the agreement being countersigned. Moving the deal past it into **Signed** is the moment the sale is done.

What happens on signing

- The deal's status becomes signed, with the date recorded, and it moves to the Signed column.
- The candidate's status becomes **Franchisee** and the date they became one is stored on their record.
- The move is written to the stage history and the timeline like any other, including any override used to get there.
- The deal counts towards **Signed, last 30 days** on the dashboard and the Deals page.

After signing

The franchisee record is now the person's permanent file. Their deals, tasks and activity stay attached to it, and as they are linked to the tribes they own those appear under **Tribes owned** on their profile. Opening a further unit for the same person is a new deal from their profile, not a new candidate.

> **COMING NEXT**
> The step that creates the new tribe from a signed deal, issues the franchisee their Gorilla Dash login and links them to it is being added to this page. Until then your operations team creates the tribe as they do today.