

# SedonaSetup - SM - Sales Managers

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The Sales Managers setup table has two purposes:

- 1) link a Sales Manager to the Salespersons for whom they are responsible.
- 2) indicate which employee's Prospects a Salesperson will be able to view.

Link each of your Sales Managers to the appropriate salespersons one at a time by selecting the Sales Manager from the drop-down list, then check the box to the left of each name to which the Sales Manager or Salesperson will have access.

In this example the Manager George Miller will have access to the Prospects & Opportunities for George Wyman, Larry Walker and self-generated Prospects.

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