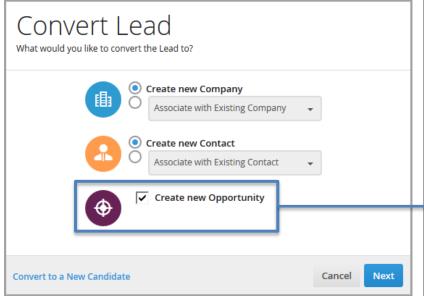
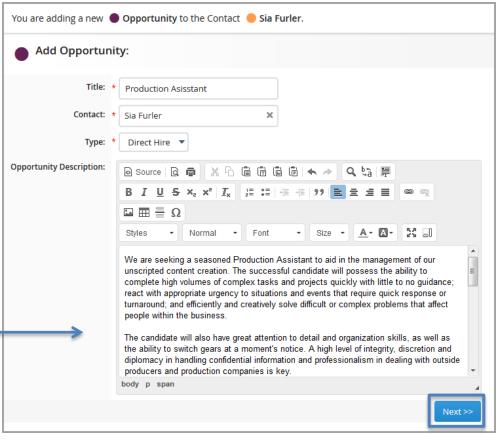
One way to add an opportunity record is from a contact record, during the process of conversion from a lead, as it will prepopulate already existing information, reducing the data you have to type.



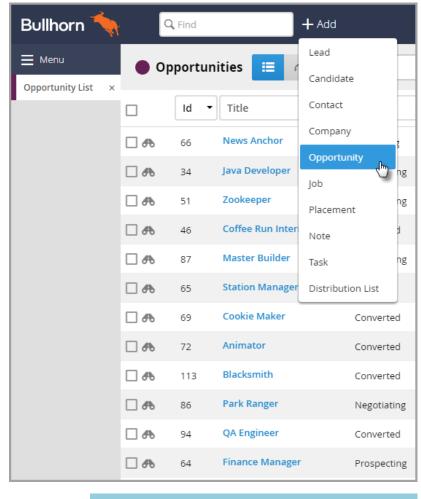
**NOTE**: The number you enter into the Deal Value field is multiplied by the percentage associated with the opportunity's status (as defined in the opportunityStatusProbabilityToClose system setting) to calculate the Weighted Deal Value. You can view the opportunity's weighted deal value on the preview slideouts on the opportunity list (within the Snapshot card).

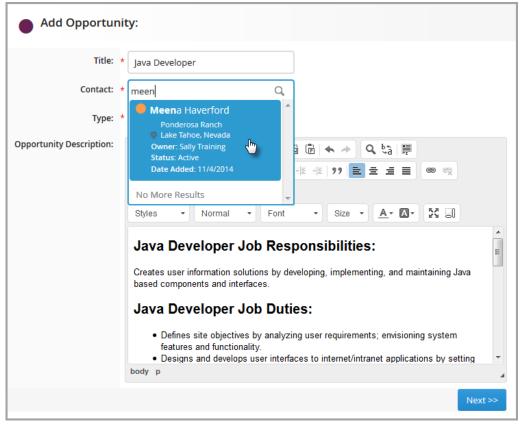


After clicking "Next," Bullhorn takes you to a secondary Add Opportunity page where you should complete the remainder of the required information (such as Deal Value and Status) and save the record.



You can also create an opportunity from scratch; in this case, you'd associate a contact as you're adding the opportunity.





After clicking "Next," Bullhorn takes you to a secondary Add Opportunity page where you should complete the remainder of the required information (such as Deal Value and Status) and save the record.



**NOTE:** The number you enter into the Deal Value field is multiplied by the percentage associated with the opportunity's status (as defined in the opportunityStatusProbabilityToClose system setting) to calculate the Weighted Deal Value. You can view the opportunity's weighted deal value on the preview slideouts on the opportunity list (within the Snapshot card).

