

# Stage To Stage Pipeline Automation

This article applies to:

[Max Classic](#)

**Pro-Tip!** Note that an opportunity can only be moved from one stage to another manually by a user. *Pipeline automation* refers to automating processes after an opportunity has been moved from one stage to another by a user.

When a sales rep moves the stage in an opportunity record, Max Classic can initiate automation that updates tags, sends an email to the prospect, starts a new campaign sequence, sends internal notification messages, assigns tasks to other users, and more.

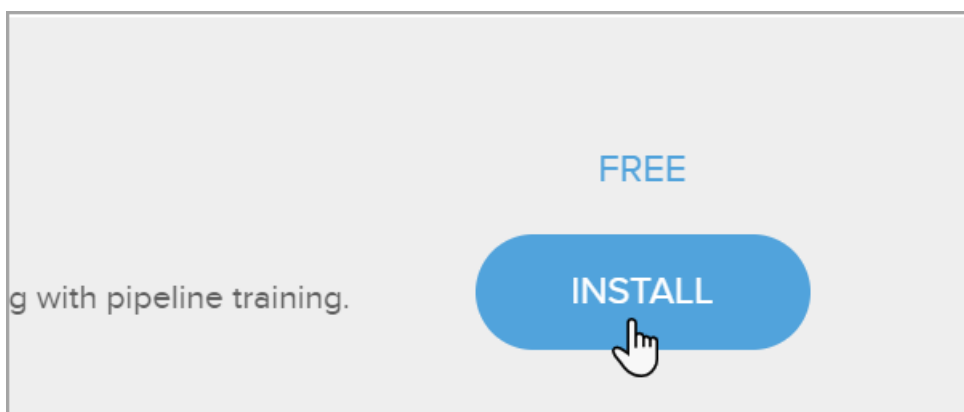
You can run actions based on an opportunity record moving **INTO** a specific stage, or **OUT OF** a specific stage.

When you plan the marketing automation strategy for your direct sales process, ask yourself:

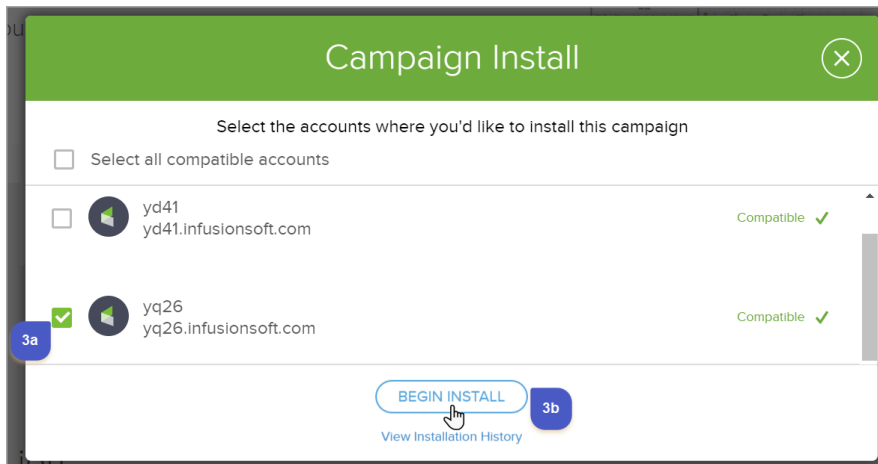
- Is this series of actions specific to the newly assigned stage? If the answer is yes, then you will want to assign the action to the movement **INTO** that stage.
- Is the action appropriate regardless of the next stage? If the next stage is irrelevant, then you will assign the action to the movement **OUT OF** the stage. This is less common.

1. Click [here](#) to install the **Stage To Stage Pipeline Automation** pre-made campaign

2. Click **Install**

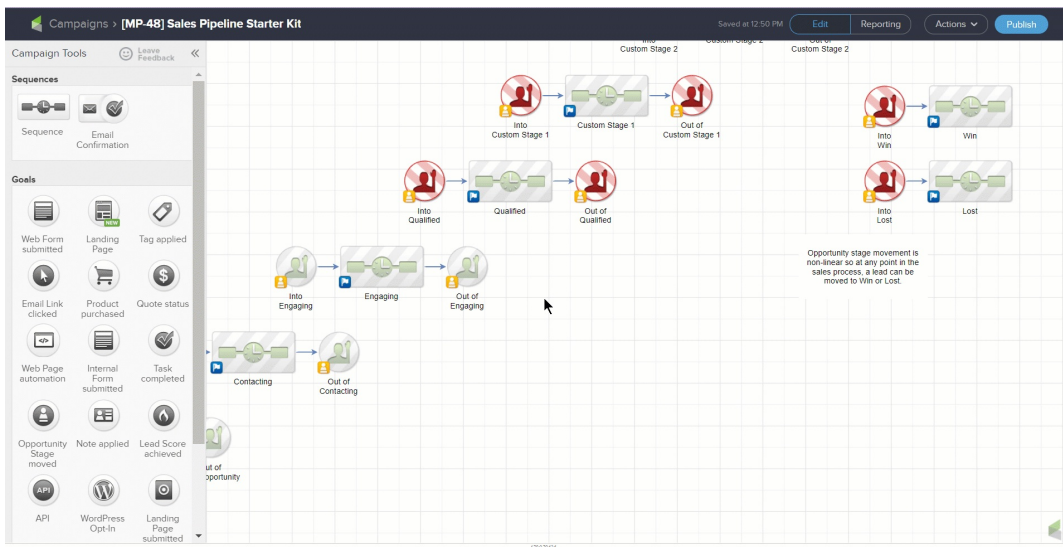


3. Check the box next the app the campaign will be installed & click **BEGIN INSTALL**



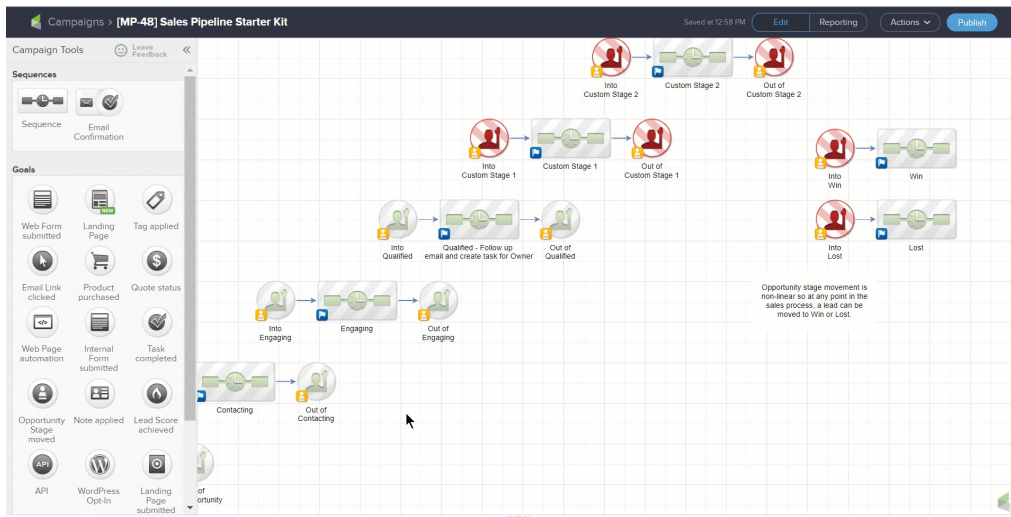
- This campaign starts when an opportunity is moved into the *New Opportunity* stage.

**Note:** Your stage names may be different, so be sure to double-click on the opportunity goals and change the stage drop-down to the appropriate stage. You can also change the description below the goal to match your stage names.

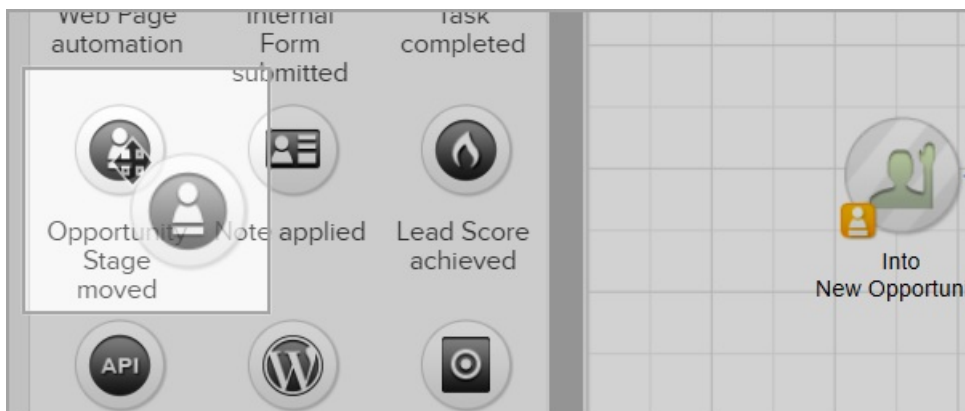


**Pro-tip!** Click animated gifs to view larger

- Each Opportunity stage that changes moves your contact into a corresponding sequence that automates your business processes.



- Add more **Opportunity goals** and **campaign sequences** to flesh-out your sales process.
- Just drag the **Opportunity goal** or **campaign sequence** onto the campaign builder canvas.



**Pro-Tip!** You can change any goal type by right clicking the goal > click **Convert Goal to** > followed by clicking the goal type you want to use.

