

## Sales Forecast - 1 Year

Items	Month #1	Month #2	Month #3	Month #4	Month #5	Month #6	Month #7	Month #8	Month #9	Month #10	Month #11	Month #12
a) units sold of product/service #1												
b) price per unit of product/service #1												
c) total sales of product/service #1 $a \times b=c$												
d) units sold of product/service #2												
e) price per unit of product/service #2												
f) total sales of product/service #2 $d \times e=f$												
g) units sold of product/service #3												
h) price per unit of product/Service #3												
i) total sales of product/service #3 $g \times h=i$												
j) units sold of product/service #4												
k) price per unit of product/service #4												
l) total sales of product/service #4 $j \times k=l$												
m) units sold of product/service #5												
n) price per unit of product/service #5												
o) total sales of product/service #5 $m \times n=o$												
p) total sales of all products/services $c + f + i + l + o = p$												

*When forecasting sales, don't forget to account for: 1) your sales cycle (how long does it take to complete a sale), 2) your production cycle (how long does it take to fill an order), 3) your re-order or repeat business (how long does it take a customer/client to re-order), 4) and the seasonality or fluctuations of your business or industry (what are your slow/busy times or seasons)*