

Sales Forecast

SALES FORECAST ASSUMPTIONS	LOYALTY / PURCHASE ASSUMPTIONS																																																																														
<p>■ SERVICE (choose time frame: day / month / year)</p> <p>billable hours x rate charged per hour = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p> <p>service fees (see above) + parts / material = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p> <p>service fee x # of services rendered = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p> <p>■ RETAIL (choose time frame: day / month / year)</p> <p>sales per square foot x retail square feet = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p> <p>inventory turns x avg. inventory level = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p> <p>avg. purchase amt. x # of purchases = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p> <p>■ MANUFACTURING (choose time frame: day / month / year)</p> <p>avg. project price x # of projects = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p> <p>unit price x # of units sold = total sales <input style="width: 80px;" type="text"/> <input style="width: 80px;" type="text"/> = <input style="width: 80px;" type="text"/></p>	<p>\$ <input style="width: 80px;" type="text"/> amount of typical purchase by customer</p> <p><u>Over the coming year:</u></p> <p><input style="width: 80px;" type="text"/> % of our customer base will repeat business with us.</p> <p><input style="width: 80px;" type="text"/> % of our customer base will be lost to a competitor or no longer need offering.</p> <p><input style="width: 80px;" type="text"/> 100.00 %</p> <p>→ <u>...of these customers, who do repeat business with us:</u></p> <p><input style="width: 80px;" type="text"/> % of them will purchase <input style="width: 40px;" type="text"/> times a year.</p> <p><input style="width: 80px;" type="text"/> % of them will purchase <input style="width: 40px;" type="text"/> times a year.</p> <p><input style="width: 80px;" type="text"/> % of them will purchase one time a year.</p> <p><input style="width: 80px;" type="text"/> 100.00 %</p>																																																																														
<p>SEASONALITY:</p> <table border="1" style="width:100%; border-collapse: collapse; text-align: center;"> <thead> <tr> <th></th> <th>Jan</th> <th>Feb</th> <th>Mar</th> <th>Apr</th> <th>May</th> <th>Jun</th> <th>Jul</th> <th>Aug</th> <th>Sep</th> <th>Oct</th> <th>Nov</th> <th>Dec</th> </tr> </thead> <tbody> <tr> <td>highest point</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>above average</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>average</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>below average</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> <tr> <td>lowest point</td> <td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td><td></td> </tr> </tbody> </table>			Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	highest point													above average													average													below average													lowest point												
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<p>CASH RECEIPTS:</p> <p>Once a sale is made, what percent of our sales do we collect during the following time periods:</p> <p><input type="checkbox"/> % 0 to 30 days <input type="checkbox"/> % 30 to 45 days <input type="checkbox"/> % 45 to 60 days <input type="checkbox"/> % 60 to 90 days <input type="checkbox"/> % 90+ days <hr style="width: 50px; margin-left: 0;"/> 100 %</p>	<p>CASH PAYMENTS:</p> <p>Once an expense is incurred, what percent of our bills are paid within the following time periods:</p> <p><input type="checkbox"/> % 0 to 30 days <input type="checkbox"/> % 30 to 45 days <input type="checkbox"/> % 45 to 60 days <input type="checkbox"/> % 60 to 90 days <input type="checkbox"/> % 90+ days <hr style="width: 50px; margin-left: 0;"/> 100 %</p>																																																																														