

# Sales Forecast



SALES FORECAST ASSUMPTIONS	LOYALTY / PURCHASE ASSUMPTIONS																																																																														
<p>■ <b>SERVICE</b> (choose time frame: day / month / year)</p> <p>billable hours <input type="text"/> x rate charged per hour <input type="text"/> = total sales <input type="text"/></p> <p>service fees (see above) <input type="text"/> + parts / material <input type="text"/> = total sales <input type="text"/></p> <p>service fee <input type="text"/> x # of services rendered <input type="text"/> = total sales <input type="text"/></p> <p>■ <b>RETAIL</b> (choose time frame: day / month / year)</p> <p>sales per square foot <input type="text"/> x retail square feet <input type="text"/> = total sales <input type="text"/></p> <p>inventory turns <input type="text"/> x avg. inventory level <input type="text"/> = total sales <input type="text"/></p> <p>avg. purchase amt. <input type="text"/> x # of purchases <input type="text"/> = total sales <input type="text"/></p> <p>■ <b>MANUFACTURING</b> (choose time frame: day / month / year)</p> <p>avg. project price <input type="text"/> x # of projects <input type="text"/> = total sales <input type="text"/></p> <p>unit price <input type="text"/> x # of units sold <input type="text"/> = total sales <input type="text"/></p>	<p>\$ <input type="text"/> amount of typical purchase by customer</p> <p>Over the coming year: _____</p> <p><input type="text"/> % of our customer base will repeat business with us.</p> <p><input type="text"/> % of our customer base will be lost to a competitor or no longer need offering.</p> <p><input type="text" value="100.00"/> %</p> <p>→ ...of these customers, who do repeat business with us:</p> <p><input type="text"/> % of them will purchase <input type="text"/> times a year.</p> <p><input type="text"/> % of them will purchase <input type="text"/> times a year.</p> <p><input type="text"/> % of them will purchase one time a year.</p> <p><input type="text" value="100.00"/> %</p>																																																																														
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<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</p> <p><input type="checkbox"/> % 30 to 45 days</p> <p><input type="checkbox"/> % 45 to 60 days</p> <p><input type="checkbox"/> % 60 to 90 days</p> <p><input type="checkbox"/> % 90+ days</p> <p style="text-align: right;">100 %</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</p> <p><input type="checkbox"/> % 30 to 45 days</p> <p><input type="checkbox"/> % 45 to 60 days</p> <p><input type="checkbox"/> % 60 to 90 days</p> <p><input type="checkbox"/> % 90+ days</p> <p style="text-align: right;">100 %</p>																																																																														