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Sales forecast template powerpoint



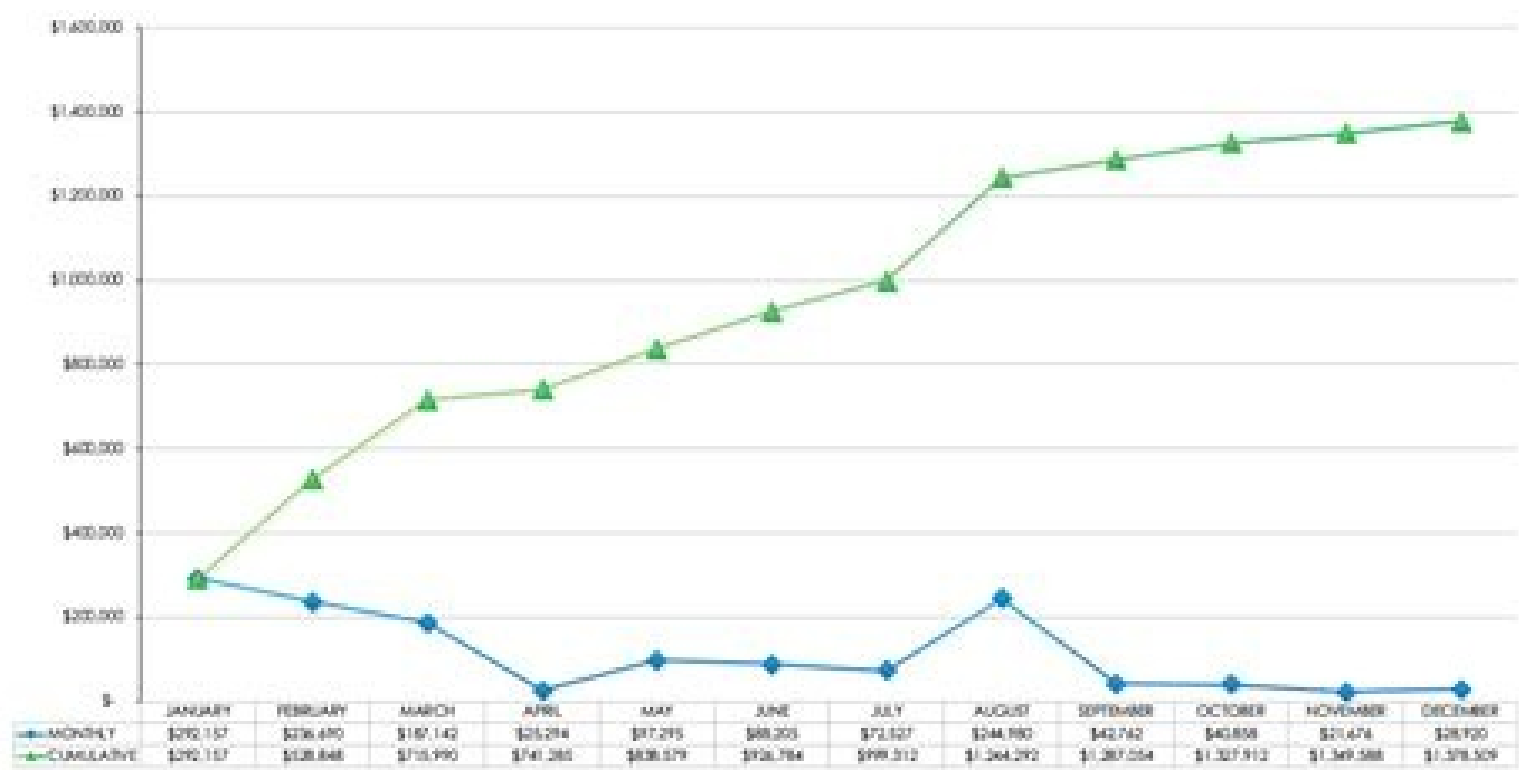
| NAME OF COMPANY OR SALES PIPELINE |               |                  |            |             |                   |                     |
|-----------------------------------|---------------|------------------|------------|-------------|-------------------|---------------------|
| Q1                                |               |                  |            |             |                   |                     |
| Deal name                         | Contact Nam   | Sales stage      | Deal size  | Probability | Weighted Forecast | Expected Close Date |
| Company A                         | Alyson Moggis | Idea             | \$ 140,000 | 10%         | \$ 14,000         | 2020016             |
| Company B                         | Damen Gade    | Contacted        | \$ 100,000 | 25%         | \$ 25,000         | 2162016             |
| Company C                         | Allan Heel    | Terms negotiable | \$ 30,000  | 80%         | \$ 24,000         | 3052016             |
| Company D                         | Jani Steenk   | Verbal yes       | \$ 40,000  | 90%         | \$ 36,000         | 3222016             |
| Q1 TOTAL                          |               |                  | \$ 310,000 |             | \$ 121,000        |                     |

| Q2        |               |             |            |             |                   |                     |
|-----------|---------------|-------------|------------|-------------|-------------------|---------------------|
| Deal name | Contact Nam   | Sales stage | Deal size  | Probability | Weighted Forecast | Expected Close Date |
| Company A | Alyson Moggis | Idea        | \$ 140,000 | 10%         | \$ 14,000         | 4552016             |

OPPORTUNITY-BASED SALES FORECAST TEMPLATE

| OPPORTUNITY NAME | SALES PHASE           | SALES REP | SALES REGION | SALES CATEGORY | FORECAST AMOUNT | PROBABILITY OF SALE % | MONTH OF PROPOSED CLOSE | REQUIRED FORECAST AMOUNT |
|------------------|-----------------------|-----------|--------------|----------------|-----------------|-----------------------|-------------------------|--------------------------|
| Client 1         | Prospecting           |           |              |                | \$ 33,844       | 11%                   | January                 | \$ 30,836                |
| Client 2         | Contact initiation    |           |              |                | \$ 92,718       | 70%                   | February                | \$ 64,903                |
| Client 3         | Needs identification  |           |              |                | \$ 130,437      | 41%                   | March                   | \$ 79,367                |
| Client 4         | Offer Presentation    |           |              |                | \$ 27,494       | 92%                   | April                   | \$ 25,394                |
| Client 5         | Objections Management |           |              |                | \$ 137,030      | 71%                   | May                     | \$ 97,289                |
| Client 6         | Close                 |           |              |                | \$ 122,307      | 72%                   | June                    | \$ 88,205                |
| Client 7         |                       |           |              |                | \$ 84,334       | 84%                   | July                    | \$ 72,327                |
| Client 8         |                       |           |              |                | \$ 128,106      | 94%                   | August                  | \$ 118,340               |
| Client 9         |                       |           |              |                | \$ 58,316       | 73%                   | September               | \$ 42,762                |
| Client 10        |                       |           |              |                | \$ 57,347       | 71%                   | October                 | \$ 40,888                |
| Client 11        |                       |           |              |                | \$ 30,946       | 70%                   | November                | \$ 21,676                |
| Client 12        |                       |           |              |                | \$ 75,337       | 41%                   | December                | \$ 28,920                |
| Client 13        |                       |           |              |                | \$ 126,481      | 42%                   | August                  | \$ 77,786                |
| Client 14        |                       |           |              |                | \$ 89,852       | 40%                   | August                  | \$ 31,403                |
| Client 15        |                       |           |              |                | \$ 38,343       | 40%                   | August                  | \$ 17,308                |
| Client 16        |                       |           |              |                | \$ 64,922       | 30%                   | March                   | \$ 32,481                |
| Client 17        |                       |           |              |                | \$ 141,728      | 33%                   | March                   | \$ 75,313                |
| Client 18        |                       |           |              |                | \$ 114,899      | 72%                   | February                | \$ 84,023                |
| Client 19        |                       |           |              |                | \$ 137,132      | 64%                   | February                | \$ 87,764                |
| Client 20        |                       |           |              |                | \$ 87,639       | 83%                   | January                 | \$ 74,310                |
| Client 21        |                       |           |              |                | \$ 37,223       | 74%                   | January                 | \$ 42,343                |
| Client 22        |                       |           |              |                | \$ 112,303      | 38%                   | January                 | \$ 99,427                |
| Client 23        |                       |           |              |                | \$ 178,082      | 48%                   | January                 | \$ 44,838                |
| TOTAL            |                       |           |              |                | \$ 2,080,446    |                       | TOTAL                   | \$ 1,378,009             |

MONTHLY WEIGHTED FORECAST REVENUE



Sales Projections by Product Lines



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Your prospects for closing selling selling requires intuition and finesse. These cookies will only be stored in your browser with your consent. The steps to be completed before an actual sale can vary, but ideally should be closer to this result. In the end, the two things you can control as a salesman are your attitude and the effort you put into your job. These 16 nodes provide collective information on sales forecasts. Maybe the prospect needs more information or needs time to consult with a partner. It is also important to convey an altruistic intent to customers, so they don't feel manipulated and be prepared to ask questions and really listen to the answers during a sales conversation. 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