

Commission Sales Forecast & Tracking

This worksheet is the Sales Manager's view of forecasted and actual sales for the year. It includes sales summaries of each salesperson by product, a summary of commissions earned by each salesperson, and the Consolidated Product Sales Forecast, including the total quotas and actuals of all salespersons.

Comprehensive Sales Forecast & Commission Schedule

| Salesperson: | | Bob Jones | | Product Summary Forecast | | | | | | | | | | | | | | | | | | | | |
|------------------|-----------|-------------------------------|---------------|--------------------------|----------------|-----------|------------|-----------|------------|----------------|------------|------|------------|------|----------------|-----------|------------|-----------|------------|----------------|------------|---------|------------|-----|
| Commission Rate: | | 5.00% | | January | % Fcst | February | % Fcst | March | % Fcst | April | % Fcst | May | % Fcst | June | % Fcst | July | % Fcst | August | % Fcst | September | % Fcst | October | % Fcst | |
| Part # | 340-00 | Units Forecast | 30 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - |
| Description | Product 1 | Actual | 30 | - | 80 | - | 80 | - | 75 | - | 50 | - | 75 | - | 75 | - | 80 | - | 90 | - | 100 | - | 65 | - |
| SRP | \$100.00 | SSS Forecast | \$1,350 | 2% | \$2,925 | 4% | \$2,475 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 5% | \$2,700 | 4% |
| Cost | \$45.00 | Actual | \$1,350 | 2% | \$3,600 | 5% | \$3,600 | 6% | \$3,375 | 5% | \$2,250 | 3% | \$3,375 | 5% | \$3,600 | 6% | \$4,050 | 6% | \$4,500 | 8% | \$4,500 | 8% | \$2,925 | 4% |
| Part # | 340-01 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 40 | - | 60 | - | 75 | - |
| Description | Product 2 | Actual | 45 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - | 95 | - | 80 | - |
| SRP | \$200.00 | SSS Forecast | \$7,500 | 11% | \$8,125 | 11% | \$6,875 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 12% | \$5,000 | 8% | \$7,500 | 13% | \$9,375 | 13% |
| Cost | \$125.00 | Actual | \$5,625 | 8% | \$10,000 | 13% | \$10,000 | 15% | \$9,375 | 13% | \$10,000 | 14% | \$10,000 | 14% | \$10,000 | 14% | \$10,000 | 16% | \$11,875 | 20% | \$11,875 | 20% | \$10,000 | 14% |
| Part # | 340-02 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 35 | - | 60 | - | 60 | - | 60 | - | 60 | - | 50 | - | 60 | - |
| Description | Product 3 | Actual | 75 | - | 80 | - | 80 | - | 75 | - | 50 | - | 65 | - | 80 | - | 100 | - | 100 | - | 80 | - | 50 | - |
| SRP | \$300.00 | SSS Forecast | \$10,500 | 15% | \$11,375 | 15% | \$9,625 | 15% | \$10,500 | 15% | \$6,125 | 9% | \$10,500 | 15% | \$10,500 | 17% | \$10,500 | 16% | \$8,750 | 15% | \$8,750 | 15% | \$10,500 | 14% |
| Cost | \$175.00 | Actual | \$13,125 | 19% | \$14,000 | 18% | \$14,000 | 22% | \$13,125 | 19% | \$8,750 | 13% | \$11,375 | 16% | \$14,000 | 23% | \$17,500 | 27% | \$14,000 | 24% | \$14,000 | 24% | \$8,750 | 12% |
| Part # | 340-03 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 75 | - | 60 | - | 60 | - | 45 | - | 60 | - | 15 | - | 60 | - |
| Description | Product 4 | Actual | 50 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - | 50 | - | 60 | - |
| SRP | \$400.00 | SSS Forecast | \$13,500 | 19% | \$14,625 | 19% | \$12,375 | 19% | \$13,500 | 19% | \$16,875 | 24% | \$13,500 | 19% | \$13,500 | 19% | \$10,125 | 17% | \$13,500 | 21% | \$3,375 | 6% | \$13,500 | 19% |
| Cost | \$225.00 | Actual | \$11,250 | 16% | \$18,000 | 23% | \$18,000 | 28% | \$16,875 | 24% | \$18,000 | 26% | \$18,000 | 25% | \$18,000 | 25% | \$18,000 | 30% | \$18,000 | 28% | \$11,250 | 19% | \$18,000 | 25% |
| Part # | 340-04 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 35 | - | 45 | - | 60 | - | 60 | - |
| Description | Product 5 | Actual | 25 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 25 | - | 45 | - | 100 | - | 20 | - |
| SRP | \$500.00 | SSS Forecast | \$17,700 | 25% | \$19,175 | 25% | \$16,225 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$10,325 | 17% | \$13,275 | 21% | \$17,700 | 30% | \$17,700 | 24% |
| Cost | \$295.00 | Actual | \$7,375 | 11% | \$23,600 | 31% | \$23,600 | 36% | \$22,125 | 31% | \$23,600 | 34% | \$23,600 | 33% | \$23,600 | 33% | \$7,375 | 12% | \$23,600 | 37% | \$29,500 | 50% | \$5,900 | 8% |
| Part # | 340-05 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - |
| Description | Product 6 | Actual | 70 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - |
| SRP | \$600.00 | SSS Forecast | \$18,900 | 27% | \$20,475 | 27% | \$17,325 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 31% | \$18,900 | 30% | \$18,900 | 32% | \$18,900 | 26% |
| Cost | \$315.00 | Actual | \$22,050 | 32% | \$25,200 | 33% | \$25,200 | 39% | \$23,625 | 33% | \$25,200 | 36% | \$25,200 | 36% | \$25,200 | 36% | \$25,200 | 42% | \$25,200 | 39% | \$25,200 | 43% | \$25,200 | 35% |
| TOTALS | | Units Forecast | 330 | - | 390 | - | 330 | - | 360 | - | 350 | - | 360 | - | 360 | - | 320 | - | 325 | - | 305 | - | 375 | - |
| | | Actual | 295 | - | 480 | - | 480 | - | 450 | - | 420 | - | 460 | - | 460 | - | 425 | - | 510 | - | 505 | - | 375 | - |
| | | SSS Forecast | \$69,450 | - | \$76,700 | - | \$64,900 | - | \$70,800 | - | \$69,800 | - | \$70,800 | - | \$70,800 | - | \$60,050 | - | \$63,875 | - | \$58,925 | - | \$72,675 | - |
| | | Actual | \$60,775 | 88% | \$94,400 | 123% | \$94,400 | 145% | \$88,500 | 125% | \$87,800 | 126% | \$91,550 | 129% | \$91,550 | 129% | \$78,175 | 130% | \$98,350 | 154% | \$96,325 | 163% | \$70,775 | 97% |
| | | Q1 Totals | | | Units Forecast | 1050 | | Q2 Totals | | Units Forecast | 1070 | | Q3 Totals | | Units Forecast | 950 | | Q4 Totals | | Units Forecast | 1440 | | | |
| | | | | | Actual | 1255 | | | | Actual | 1330 | | | | Actual | 1440 | | | | Actual | 182,850 | | | |
| | | | | | SSS Forecast | \$211,050 | | | | SSS Forecast | \$211,400 | | | | SSS Forecast | \$182,850 | | | | Actual | \$272,850 | | | |
| | | | | | Actual | \$249,575 | 118% | | | Actual | \$267,850 | 127% | | | Actual | \$25,200 | 149% | | | | | | | |
| | | Cumulative Total Sales | \$60,775 | | \$155,175 | | \$249,575 | | \$338,075 | | \$425,875 | | \$517,425 | | \$595,600 | | \$693,950 | | \$790,275 | | \$861,050 | | | |
| | | % of Annual Forecast Achieved | 7% | | 19% | | 31% | | 42% | | 52% | | 64% | | 73% | | 85% | | 97% | | 106% | | | |
| | | On or Below Quota for Year: | (Below Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | |

| Salesperson: | | xxx | | Product Summary Forecast | | | | | | | | | | | | | | | | | | | | | |
|-------------------------------|----------------|----------------|----------|--------------------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|----------|------------|---------|
| Commission Rate: | | 1.75% | | January | % Fcst | February | % Fcst | March | % Fcst | April | % Fcst | May | % Fcst | June | % Fcst | July | % Fcst | August | % Fcst | September | % Fcst | October | % Fcst | | |
| Part # | 340-00 | Units Forecast | 30 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | |
| | Description | Product 1 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 50 | - | 75 | - | 80 | - | 90 | - | 100 | - | 100 | - | 65 | - |
| | | SRP | \$100.00 | SSS Forecast | \$1,350 | 2% | \$2,925 | 4% | \$2,475 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 5% | \$2,700 |
| Cost | \$45.00 | Actual | \$3,600 | 5% | \$3,600 | 5% | \$3,600 | 6% | \$3,375 | 5% | \$2,250 | 3% | \$3,375 | 5% | \$3,600 | 6% | \$4,050 | 6% | \$4,500 | 8% | \$4,500 | 8% | \$2,925 | 4% | |
| Part # | 340-01 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 40 | - | 60 | - | 60 | - | |
| | Description | Product 2 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 95 | - | 95 | - | 80 | - |
| | | SRP | \$200.00 | SSS Forecast | \$7,500 | 11% | \$8,125 | 11% | \$6,875 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 12% | \$5,000 | 8% | \$7,500 | 13% | \$9,375 | 13% | |
| Cost | \$125.00 | Actual | \$10,000 | 14% | \$10,000 | 13% | \$10,000 | 15% | \$9,375 | 13% | \$10,000 | 14% | \$10,000 | 14% | \$10,000 | 17% | \$10,000 | 16% | \$11,875 | 20% | \$11,875 | 20% | \$10,000 | 14% | |
| Part # | 340-02 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 35 | - | 60 | - | 60 | - | 60 | - | 60 | - | 50 | - | 60 | - | |
| | Description | Product 3 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 50 | - | 65 | - | 80 | - | 100 | - | 80 | - | 80 | - | 50 | - |
| | | SRP | \$300.00 | SSS Forecast | \$10,500 | 15% | \$11,375 | 15% | \$9,625 | 15% | \$10,500 | 15% | \$6,125 | 9% | \$10,500 | 15% | \$10,500 | 17% | \$10,500 | 16% | \$8,750 | 15% | \$10,500 | 14% | |
| Cost | \$175.00 | Actual | \$14,000 | 20% | \$14,000 | 18% | \$14,000 | 22% | \$13,125 | 19% | \$8,750 | 13% | \$11,375 | 16% | \$14,000 | 23% | \$17,500 | 27% | \$14,000 | 24% | \$14,000 | 24% | \$8,750 | 12% | |
| Part # | 340-03 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 45 | - | 60 | - | 15 | - | 60 | - | |
| | Description | Product 4 | Actual | 55 | - | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 60 | - | 50 | - | 80 | - |
| | | SRP | \$400.00 | SSS Forecast | \$13,500 | 19% | \$14,625 | 19% | \$12,375 | 19% | \$13,500 | 19% | \$16,875 | 24% | \$13,500 | 19% | \$10,125 | 17% | \$13,500 | 21% | \$3,375 | 6% | \$13,500 | 19% | |
| Cost | \$225.00 | Actual | \$12,375 | 18% | \$18,000 | 23% | \$18,000 | 28% | \$16,875 | 24% | \$18,000 | 26% | \$18,000 | 25% | \$18,000 | 30% | \$18,000 | 28% | \$11,250 | 19% | \$11,250 | 19% | \$18,000 | 25% | |
| Part # | 340-04 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 35 | - | 45 | - | 60 | - | 60 | - | |
| | Description | Product 5 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 25 | - | 80 | - | 100 | - | 100 | - | 20 | - |
| | | SRP | \$500.00 | SSS Forecast | \$17,700 | 25% | \$19,175 | 25% | \$16,225 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$10,325 | 17% | \$13,275 | 21% | \$17,700 | 30% | \$17,700 | 24% | |
| Cost | \$295.00 | Actual | \$23,600 | 34% | \$23,600 | 31% | \$23,600 | 36% | \$22,125 | 31% | \$23,600 | 34% | \$23,600 | 33% | \$23,600 | 37% | \$23,600 | 37% | \$29,500 | 50% | \$5,900 | 8% | | | |
| Part # | 340-05 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | |
| | Description | Product 6 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - |
| | | SRP | \$600.00 | SSS Forecast | \$18,900 | 27% | \$20,475 | 27% | \$17,325 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 31% | \$18,900 | 30% | \$18,900 | 32% | \$18,900 | 26% | |
| Cost | \$315.00 | Actual | \$25,200 | 36% | \$25,200 | 33% | \$25,200 | 39% | \$23,625 | 33% | \$25,200 | 36% | \$25,200 | 37% | \$25,200 | 42% | \$25,200 | 42% | \$25,200 | 43% | \$25,200 | 35% | | | |
| TOTALS | Units Forecast | 330 | - | 390 | - | 330 | - | 360 | - | 350 | - | 360 | - | 360 | - | 320 | - | 325 | - | 305 | - | 375 | - | | |
| | Actual | 455 | - | 480 | - | 480 | - | 450 | - | 420 | - | 460 | - | 460 | - | 425 | - | 510 | - | 505 | - | 375 | - | | |
| | SSS Forecast | \$69,450 | - | \$76,700 | - | \$64,900 | - | \$70,800 | - | \$69,800 | - | \$70,800 | - | \$60,050 | - | \$60,050 | - | \$63,875 | - | \$58,925 | - | \$72,675 | - | | |
| Actual | \$88,775 | 128% | \$94,400 | 123% | \$94,400 | 145% | \$88,500 | 125% | \$87,800 | 126% | \$91,550 | 129% | \$78,175 | 130% | \$98,350 | 154% | \$96,325 | 163% | \$70,775 | 97% | | | | | |
| Q1 Totals | | | | Units Forecast | 1050 | - | 1415 | - | 1070 | - | 1330 | - | 1070 | - | 1330 | - | 950 | - | 1440 | - | 950 | - | 1440 | - | |
| Actual | | | | 1415 | - | 1415 | - | 1330 | - | 1330 | - | 1330 | - | 1330 | - | 1330 | - | 1330 | - | 1440 | - | 1440 | - | 1440 | - |
| SSS Forecast | | | | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - | \$211,050 | - |
| Actual | | | | \$277,575 | 132% | \$277,575 | 132% | \$267,850 | 127% | \$267,850 | 127% | \$267,850 | 127% | \$267,850 | 127% | \$267,850 | 127% | \$267,850 | 127% | \$267,850 | 127% | \$267,850 | 127% | \$267,850 | 127% |
| Cumulative Total Sales | | | | \$88,775 | - | \$183,175 | - | \$277,575 | - | \$366,075 | - | \$453,875 | - | \$545,425 | - | \$623,600 | - | \$721,950 | - | \$818,275 | - | \$889,050 | - | \$889,050 | - |
| % of Annual Forecast Achieved | | | | 11% | - | 23% | - | 34% | - | 45% | - | 56% | - | 67% | - | 77% | - | 89% | - | 101% | - | 109% | - | 109% | - |
| On or Below Quota for Year: | | | | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - | (On Quota) | - |

| Salesperson: | | xxx | | Product Summary Forecast | | | | | | | | | | | | | | | | | | | | | |
|------------------|-------------|----------------|----------|--------------------------|----------|----------|----------|-------|----------|-------|----------|-----|----------|------|----------|------|----------|--------|----------|-----------|----------|---------|----------|-----|---------|
| Commission Rate: | | 1.75% | | January | % Fcst | February | % Fcst | March | % Fcst | April | % Fcst | May | % Fcst | June | % Fcst | July | % Fcst | August | % Fcst | September | % Fcst | October | % Fcst | | |
| Part # | 340-00 | Units Forecast | 30 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | |
| | Description | Product 1 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 50 | - | 75 | - | 80 | - | 90 | - | 100 | - | 100 | - | 65 | - |
| | | SRP | \$100.00 | SSS Forecast | \$1,350 | 2% | \$2,925 | 4% | \$2,475 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 5% | \$2,700 |
| Cost | \$45.00 | Actual | \$3,600 | 5% | \$3,600 | 5% | \$3,600 | 6% | \$3,375 | 5% | \$2,250 | 3% | \$3,375 | 5% | \$3,600 | 6% | \$4,050 | 6% | \$4,500 | 8% | \$4,500 | 8% | \$2,925 | 4% | |
| Part # | 340-01 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 40 | - | 60 | - | 60 | - | |
| | Description | Product 2 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 95 | - | 95 | - | 80 | - |
| | | SRP | \$200.00 | SSS Forecast | \$7,500 | 11% | \$8,125 | 11% | \$6,875 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 12% | \$5,000 | 8% | \$7,500 | 13% | \$9,375 | 13% | |
| Cost | \$125.00 | Actual | \$10,000 | 14% | \$10,000 | 13% | \$10,000 | 15% | \$9,375 | 13% | \$10,000 | 14% | \$10,000 | 14% | \$10,000 | 17% | \$10,000 | 16% | \$11,875 | 20% | \$11,875 | 20% | \$10,000 | 14% | |
| Part # | 340-02 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 35 | - | 60 | - | 60 | - | 60 | - | 60 | - | 50 | - | 60 | - | |
| | Description | Product 3 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 50 | - | 65 | - | 80 | - | 100 | - | 80 | - | 80 | - | 50 | - |
| | | SRP | \$300.00 | SSS Forecast | \$10,500 | 15% | \$11,375 | 15% | \$9,625 | 15% | \$10,500 | 15% | \$6,125 | 9% | \$10,500 | 15% | \$10,500 | 17% | \$10,500 | 16% | \$8,750 | 15% | \$10,500 | 14% | |
| Cost | \$175.00 | Actual | \$14,000 | 20% | \$14,000 | 18% | \$14,000 | 22% | \$13,125 | 19% | \$8,750 | 13% | \$11,375 | 16% | \$14,000 | 23% | \$17,500 | 27% | \$14,000 | 24% | \$14,000 | 24% | \$8,750 | 12% | |
| Part # | 340-03 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 45 | - | 60 | - | 15 | - | 60 | - | |
| | Description | Product 4 | Actual | 55 | - | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 60 | - | 50 | - | 80 | - |
| | | SRP | \$400.00 | SSS Forecast | \$13,500 | 19% | \$14,625 | 19% | \$12,375 | 19% | \$13,500 | 19% | \$16,875 | 24% | \$13,500 | 19% | \$10,125 | 17% | \$13,500 | 21% | \$3,375 | 6% | \$13,500 | 19% | |
| Cost | \$225.00 | Actual | \$12,375 | 18% | \$18,000 | 23% | \$18,000 | 28% | \$16,875 | 24% | \$18,000 | 26% | \$18,000 | 25% | \$18,000 | 30% | \$18,000 | 28% | \$11,250 | 19% | \$18,000 | 25% | | | |
| Part # | 340-04 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 35 | - | 45 | - | 60 | - | 60 | - | |
| | Description | Product 5 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 25 | - | 80 | - | 100 | - | 100 | - | 20 | - |
| | | SRP | \$500.00 | SSS Forecast | \$17,700 | 25% | \$19,175 | 25% | \$16,225 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$10,325 | 17% | \$13,275 | 21% | \$17,700 | 30% | \$17,700 | 24% | |
| Cost | \$295.00 | Actual | \$23,600 | 34% | \$23,600 | 31% | \$23,600 | 36% | \$22,125 | 31% | \$23,600 | 34% | \$23,600 | 33% | \$23,600 | 37% | \$23,600 | 37% | \$29,500 | 50% | \$5,900 | 8% | | | |
| Part # | 340-05 | Units Forecast | 60 | - | | | | | | | | | | | | | | | | | | | | | |

| Salesperson: xxx | | Product Summary Forecast | | | | | | | | | | | | | | | | | | | | |
|-------------------------------|-----------|--------------------------------------|------------|----------------|------------|--------------|------------------|----------------|------------|--------------|------------------|----------------|----------|--------------|------------------|----------------|----------|-----------|----------|---------|----------|-----|
| Commission Rate: 1.75% | | January | % Fcst | February | % Fcst | March | % Fcst | April | % Fcst | May | % Fcst | June | % Fcst | July | % Fcst | August | % Fcst | September | % Fcst | October | % Fcst | |
| Part # | 340-00 | Units Forecast | 30 | 65 | 55 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | |
| Description | Product 1 | Actual | 80 | 80 | 80 | 75 | 80 | 50 | 75 | 80 | 80 | 80 | 80 | 80 | 90 | 100 | 100 | 100 | 100 | 100 | 100 | |
| SRP | \$100.00 | SSS Forecast | \$1,350 | 2% | \$2,925 | 4% | \$2,475 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 5% | \$2,700 | 4% |
| Cost | \$45.00 | Actual | \$3,600 | 5% | \$3,600 | 5% | \$3,600 | 6% | \$3,375 | 5% | \$2,250 | 3% | \$3,375 | 5% | \$3,600 | 6% | \$4,050 | 6% | \$4,500 | 8% | \$2,925 | 4% |
| Part # | 340-01 | Units Forecast | 60 | 65 | 55 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 40 | 60 | 60 | 60 | 75 | 60 | 75 | |
| Description | Product 2 | Actual | 80 | 80 | 80 | 75 | 80 | 80 | 75 | 80 | 80 | 80 | 80 | 80 | 95 | 80 | 80 | 95 | 80 | 80 | 80 | |
| SRP | \$200.00 | SSS Forecast | \$7,500 | 11% | \$8,125 | 11% | \$6,875 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 12% | \$5,000 | 8% | \$7,500 | 13% | \$9,375 | 13% |
| Cost | \$125.00 | Actual | \$10,000 | 14% | \$10,000 | 13% | \$10,000 | 15% | \$9,375 | 13% | \$10,000 | 14% | \$10,000 | 14% | \$10,000 | 17% | \$10,000 | 16% | \$11,875 | 20% | \$10,000 | 14% |
| Part # | 340-02 | Units Forecast | 60 | 65 | 55 | 60 | 60 | 35 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | |
| Description | Product 3 | Actual | 80 | 80 | 80 | 75 | 80 | 50 | 65 | 80 | 80 | 80 | 80 | 100 | 80 | 100 | 80 | 80 | 50 | 80 | 50 | |
| SRP | \$300.00 | SSS Forecast | \$10,500 | 15% | \$11,375 | 15% | \$9,625 | 15% | \$10,500 | 15% | \$6,125 | 9% | \$10,500 | 15% | \$10,500 | 17% | \$10,500 | 16% | \$8,750 | 15% | \$10,500 | 14% |
| Cost | \$175.00 | Actual | \$14,000 | 20% | \$14,000 | 18% | \$14,000 | 22% | \$13,125 | 19% | \$8,750 | 13% | \$11,375 | 16% | \$14,000 | 23% | \$17,500 | 27% | \$14,000 | 24% | \$8,750 | 12% |
| Part # | 340-03 | Units Forecast | 60 | 65 | 55 | 60 | 60 | 75 | 60 | 60 | 60 | 60 | 60 | 45 | 60 | 60 | 60 | 15 | 60 | 60 | 60 | |
| Description | Product 4 | Actual | 55 | 80 | 80 | 75 | 80 | 80 | 75 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | 50 | 80 | 80 | 80 | |
| SRP | \$400.00 | SSS Forecast | \$13,500 | 19% | \$14,625 | 19% | \$12,375 | 19% | \$13,500 | 19% | \$16,875 | 24% | \$13,500 | 19% | \$10,125 | 17% | \$13,500 | 21% | \$3,375 | 6% | \$13,500 | 19% |
| Cost | \$225.00 | Actual | \$12,375 | 18% | \$18,000 | 23% | \$18,000 | 28% | \$16,875 | 24% | \$18,000 | 26% | \$18,000 | 25% | \$18,000 | 30% | \$18,000 | 28% | \$11,250 | 19% | \$18,000 | 25% |
| Part # | 340-04 | Units Forecast | 60 | 65 | 55 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 35 | 60 | 45 | 60 | 60 | 60 | 60 | 60 | |
| Description | Product 5 | Actual | 80 | 80 | 80 | 75 | 80 | 80 | 75 | 80 | 80 | 80 | 80 | 25 | 80 | 80 | 80 | 100 | 80 | 80 | 20 | |
| SRP | \$500.00 | SSS Forecast | \$17,700 | 25% | \$19,175 | 25% | \$16,225 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$17,700 | 25% | \$10,325 | 17% | \$13,275 | 21% | \$17,700 | 30% | \$17,700 | 24% |
| Cost | \$295.00 | Actual | \$23,600 | 34% | \$23,600 | 31% | \$23,600 | 36% | \$22,125 | 31% | \$23,600 | 34% | \$23,600 | 33% | \$7,375 | 12% | \$23,600 | 37% | \$29,500 | 50% | \$5,900 | 8% |
| Part # | 340-05 | Units Forecast | 60 | 65 | 55 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | 60 | |
| Description | Product 6 | Actual | 80 | 80 | 80 | 75 | 80 | 80 | 75 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | 80 | |
| SRP | \$600.00 | SSS Forecast | \$18,900 | 27% | \$20,475 | 27% | \$17,325 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 31% | \$18,900 | 30% | \$18,900 | 32% | \$18,900 | 26% |
| Cost | \$315.00 | Actual | \$25,200 | 36% | \$25,200 | 33% | \$25,200 | 39% | \$23,625 | 33% | \$25,200 | 36% | \$25,200 | 36% | \$25,200 | 42% | \$25,200 | 39% | \$25,200 | 43% | \$25,200 | 35% |
| TOTALS | | Units Forecast | 330 | 390 | 330 | 360 | 350 | 360 | 360 | 360 | 360 | 360 | 360 | 320 | 325 | 325 | 305 | 305 | 375 | 375 | 375 | |
| | | Actual | 455 | 480 | 480 | 450 | 420 | 460 | 425 | 425 | 460 | 460 | 425 | 425 | 510 | 505 | 505 | 505 | 375 | 375 | 375 | |
| | | SSS Forecast | \$69,450 | | \$76,700 | | \$64,900 | | \$70,800 | | \$69,800 | | \$70,800 | | \$60,050 | | \$63,875 | | \$58,925 | | \$72,675 | |
| | | Actual | \$88,775 | 128% | \$94,400 | 123% | \$94,400 | 145% | \$88,500 | 125% | \$87,800 | 126% | \$91,550 | 129% | \$78,175 | 130% | \$98,350 | 154% | \$96,325 | 163% | \$70,775 | 97% |
| | | Q1 Totals | | Units Forecast | 1050 | | Q2 Totals | Units Forecast | 1070 | | Q3 Totals | Units Forecast | 950 | | Q4 Totals | Units Forecast | 950 | | | | | |
| | | Actual | | 1415 | | Actual | | 1330 | | Actual | | 1440 | | Actual | | 1440 | | 1440 | | | | |
| | | SSS Forecast | | \$211,050 | | SSS Forecast | | \$211,400 | | SSS Forecast | | \$182,850 | | SSS Forecast | | \$182,850 | | \$182,850 | | | | |
| | | Actual | | \$277,575 | 132% | Actual | | \$267,850 | 127% | Actual | | \$272,850 | 149% | Actual | | \$272,850 | 149% | | | | | |
| | | Cumulative Total Sales | \$88,775 | \$183,175 | \$277,575 | \$366,075 | \$453,875 | \$545,425 | \$623,600 | \$721,950 | \$818,275 | \$889,050 | | | | | | | | | | |
| | | % of Annual Forecast Achieved | 11% | 23% | 34% | 45% | 56% | 67% | 77% | 89% | 101% | 109% | | | | | | | | | | |
| | | On or Below Quota for Year: | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | | | | | | | | | | |

| Salesperson: xxx | | | Product Summary Forecast | | | | | | | | | | | | | | | | | | | |
|------------------------|-----------|-------------------------------|--------------------------|--------|----------------|-----------|------------|-----------|------------|----------------|------------|--------|------------|--------|----------------|-----------|------------|-----------|------------|--------|------------|--------|
| Commission Rate: 1.50% | | | January | % Fcst | February | % Fcst | March | % Fcst | April | % Fcst | May | % Fcst | June | % Fcst | July | % Fcst | August | % Fcst | September | % Fcst | October | % Fcst |
| Part # | 340-00 | Units Forecast | 30 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - |
| Description | Product 1 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 50 | - | 75 | - | 80 | - | 90 | - | 100 | - | 65 | - |
| SRP | \$100.00 | SSS Forecast | \$1,350 | 2% | \$2,925 | 4% | \$2,475 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 4% | \$2,700 | 5% | \$2,700 | 4% |
| Cost | \$45.00 | Actual | \$3,600 | 5% | \$3,600 | 5% | \$3,600 | 6% | \$3,375 | 5% | \$2,250 | 3% | \$3,375 | 5% | \$3,600 | 6% | \$4,050 | 6% | \$4,500 | 8% | \$2,925 | 4% |
| Part # | 340-01 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 40 | - | 60 | - | 75 | - |
| Description | Product 2 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 95 | - | 80 | - |
| SRP | \$200.00 | SSS Forecast | \$7,500 | 11% | \$8,125 | 11% | \$6,875 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 11% | \$7,500 | 12% | \$5,000 | 8% | \$7,500 | 13% | \$9,375 | 13% |
| Cost | \$125.00 | Actual | \$10,000 | 14% | \$10,000 | 13% | \$10,000 | 15% | \$9,375 | 13% | \$10,000 | 14% | \$10,000 | 14% | \$10,000 | 17% | \$10,000 | 16% | \$11,875 | 20% | \$10,000 | 14% |
| Part # | 340-02 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 35 | - | 60 | - | 60 | - | 60 | - | 50 | - | 60 | - |
| Description | Product 3 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 50 | - | 65 | - | 80 | - | 100 | - | 80 | - | 50 | - |
| SRP | \$300.00 | SSS Forecast | \$10,500 | 15% | \$11,375 | 15% | \$9,625 | 15% | \$10,500 | 15% | \$6,125 | 9% | \$10,500 | 15% | \$10,500 | 17% | \$10,500 | 16% | \$8,750 | 15% | \$10,500 | 14% |
| Cost | \$175.00 | Actual | \$14,000 | 20% | \$14,000 | 18% | \$14,000 | 22% | \$13,125 | 19% | \$8,750 | 13% | \$11,375 | 16% | \$14,000 | 23% | \$17,500 | 27% | \$14,000 | 24% | \$8,750 | 12% |
| Part # | 340-03 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 75 | - | 60 | - | 45 | - | 60 | - | 15 | - | 60 | - |
| Description | Product 4 | Actual | 55 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 50 | - | 80 | - |
| SRP | \$400.00 | SSS Forecast | \$13,500 | 19% | \$14,625 | 19% | \$12,375 | 19% | \$13,500 | 19% | \$16,875 | 24% | \$13,500 | 19% | \$10,125 | 17% | \$13,500 | 21% | \$3,375 | 6% | \$13,500 | 19% |
| Cost | \$225.00 | Actual | \$12,375 | 18% | \$18,000 | 23% | \$18,000 | 28% | \$16,875 | 24% | \$18,000 | 26% | \$18,000 | 25% | \$18,000 | 30% | \$18,000 | 28% | \$11,250 | 19% | \$18,000 | 25% |
| Part # | 340-04 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 35 | - | 45 | - | 60 | - | 60 | - |
| Description | Product 5 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 25 | - | 80 | - | 100 | - | 20 | - |
| SRP | \$500.00 | SSS Forecast | \$17,000 | 25% | \$19,175 | 25% | \$16,225 | 25% | \$17,000 | 25% | \$17,000 | 25% | \$17,000 | 25% | \$10,325 | 17% | \$13,275 | 21% | \$17,000 | 30% | \$17,000 | 24% |
| Cost | \$295.00 | Actual | \$23,600 | 34% | \$23,600 | 31% | \$23,600 | 36% | \$22,125 | 31% | \$23,600 | 34% | \$23,600 | 33% | \$7,375 | 12% | \$23,600 | 37% | \$29,500 | 50% | \$5,900 | 8% |
| Part # | 340-05 | Units Forecast | 60 | - | 65 | - | 55 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - | 60 | - |
| Description | Product 6 | Actual | 80 | - | 80 | - | 80 | - | 75 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - | 80 | - |
| SRP | \$600.00 | SSS Forecast | \$18,900 | 27% | \$20,475 | 27% | \$17,325 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 27% | \$18,900 | 31% | \$18,900 | 30% | \$18,900 | 32% | \$18,900 | 26% |
| Cost | \$315.00 | Actual | \$25,200 | 36% | \$25,200 | 33% | \$25,200 | 39% | \$23,625 | 33% | \$25,200 | 36% | \$25,200 | 36% | \$25,200 | 42% | \$25,200 | 39% | \$25,200 | 43% | \$25,200 | 35% |
| TOTALS | | Units Forecast | 330 | - | 390 | - | 330 | - | 360 | - | 350 | - | 360 | - | 320 | - | 325 | - | 305 | - | 375 | - |
| | | Actual | 455 | - | 480 | - | 480 | - | 450 | - | 420 | - | 460 | - | 425 | - | 510 | - | 505 | - | 375 | - |
| | | SSS Forecast | \$69,450 | - | \$76,700 | - | \$64,900 | - | \$70,800 | - | \$69,800 | - | \$70,800 | - | \$60,050 | - | \$63,875 | - | \$58,925 | - | \$72,675 | - |
| | | Actual | \$88,775 | 128% | \$94,400 | 123% | \$94,400 | 145% | \$88,500 | 125% | \$87,800 | 126% | \$91,550 | 129% | \$78,175 | 130% | \$98,350 | 154% | \$96,325 | 163% | \$70,775 | 97% |
| | | Q1 Totals | | | Units Forecast | 1050 | | Q2 Totals | | Units Forecast | 1070 | | Q3 Totals | | Units Forecast | 950 | | Q4 Totals | | | | |
| | | | | | Actual | 1415 | | | | Actual | 1330 | | | | Actual | 1440 | | | | | | |
| | | | | | SSS Forecast | \$211,050 | | | | SSS Forecast | \$211,400 | | | | SSS Forecast | \$182,850 | | | | | | |
| | | | | | Actual | \$277,575 | 132% | | | Actual | \$267,850 | 127% | | | Actual | \$272,850 | 149% | | | | | |
| | | Cumulative Total Sales | \$88,775 | | \$183,175 | | \$277,575 | | \$366,075 | | \$453,875 | | \$545,425 | | \$623,600 | | \$721,950 | | \$818,275 | | \$889,050 | |
| | | % of Annual Forecast Achieved | 11% | | 23% | | 34% | | 45% | | 56% | | 67% | | 77% | | 89% | | 101% | | 109% | |
| | | On or Below Quota for Year: | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | | (On Quota) | |

| Commissions | | January | February | March | April | May | June | July | August | September | October |
|--------------------------------------|------------------|----------------|-----------------|-----------------|-----------------|-----------------|-----------------|----------------|-----------------|-----------------|----------------|
| Salesperson: | Bob Jones | | | | | | | | | | |
| Commission Rate: | 5.00% | \$3,039 | \$4,720 | \$4,720 | \$4,425 | \$4,390 | \$4,578 | \$3,909 | \$4,918 | \$4,816 | \$3,539 |
| Salesperson: | xxx | | | | | | | | | | |
| Commission Rate: | 1.75% | \$1,554 | \$1,652 | \$1,652 | \$1,549 | \$1,537 | \$1,602 | \$1,368 | \$1,721 | \$1,686 | \$1,239 |
| Salesperson: | xxx | | | | | | | | | | |
| Commission Rate: | 1.75% | \$1,554 | \$1,652 | \$1,652 | \$1,549 | \$1,537 | \$1,602 | \$1,368 | \$1,721 | \$1,686 | \$1,239 |
| Salesperson: | xxx | | | | | | | | | | |
| Commission Rate: | 1.75% | \$1,554 | \$1,652 | \$1,652 | \$1,549 | \$1,537 | \$1,602 | \$1,368 | \$1,721 | \$1,686 | \$1,239 |
| Salesperson: | xxx | | | | | | | | | | |
| Commission Rate: | 1.50% | \$1,554 | \$1,652 | \$1,652 | \$1,549 | \$1,537 | \$1,602 | \$1,368 | \$1,721 | \$1,686 | \$1,239 |
| TOTAL Salesperson Commissions | | \$9,253 | \$11,328 | \$11,328 | \$10,620 | \$10,536 | \$10,986 | \$9,381 | \$11,802 | \$11,559 | \$8,493 |

| Sales Manager | | xxx | | January | | February | | March | | April | | May | | June | | July | | August | | September | | October | | | |
|--------------------------------------|-------------|------------------|------------|----------------|-------------|----------------|-------------|------------------|-------------|----------------|-------------|----------------|-------------|------------------|-------------|----------------|-------------|----------------|-------------|------------------|-------------|----------------|-------------|-------------|--|
| Commission Rate: | | 1.50% | | | | | | | | | | | | | | | | | | | | | | | |
| Part # | Description | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | Units Forecast | % Fest | | |
| 340-00 | Product 1 | 150 | - | 325 | - | 275 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | | |
| | | Actual | | 400 | | 400 | | 375 | | 250 | | 375 | | 400 | | 450 | | 500 | | 500 | | 325 | | | |
| SRP | | \$100.00 | | \$6,750 | 2% | \$14,625 | 4% | \$12,375 | 4% | \$13,500 | 4% | \$13,500 | 4% | \$13,500 | 5% | \$13,500 | 4% | \$13,500 | 5% | \$13,500 | 5% | \$13,500 | 4% | | |
| Cost | | \$45.00 | | \$15,750 | 5% | \$18,000 | 5% | \$18,000 | 6% | \$16,875 | 5% | \$11,250 | 3% | \$16,875 | 5% | \$18,000 | 6% | \$20,250 | 6% | \$22,500 | 8% | \$14,625 | 4% | | |
| 340-01 | Product 2 | 300 | - | 325 | - | 275 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | 200 | - | 300 | - | 375 | - | | |
| | | Actual | | 400 | | 400 | | 375 | | 400 | | 400 | | 400 | | 400 | | 400 | | 475 | | 400 | | | |
| SRP | | \$200.00 | | \$30,080 | 9% | \$32,580 | 9% | \$27,580 | 9% | \$30,075 | 9% | \$30,050 | 9% | \$30,065 | 9% | \$30,080 | 10% | \$20,100 | 6% | \$30,080 | 10% | \$37,550 | 11% | | |
| Cost | | \$125.00 | | \$45,625 | 13% | \$50,000 | 13% | \$50,000 | 16% | \$46,875 | 14% | \$50,000 | 15% | \$50,000 | 14% | \$50,000 | 17% | \$59,375 | 16% | \$59,375 | 21% | \$50,000 | 14% | | |
| 340-02 | Product 3 | 300 | - | 325 | - | 275 | - | 300 | - | 300 | - | 175 | - | 300 | - | 300 | - | 300 | - | 300 | - | 250 | - | | |
| | | Actual | | 400 | | 400 | | 375 | | 250 | | 325 | | 400 | | 500 | | 500 | | 400 | | 250 | | | |
| SRP | | \$300.00 | | \$52,500 | 15% | \$56,875 | 15% | \$48,125 | 15% | \$52,500 | 15% | \$30,625 | 9% | \$52,500 | 15% | \$52,500 | 18% | \$52,500 | 17% | \$52,500 | 17% | \$43,750 | 15% | | |
| Cost | | \$175.00 | | \$69,125 | 20% | \$70,000 | 19% | \$70,000 | 22% | \$65,625 | 19% | \$43,750 | 13% | \$56,875 | 16% | \$70,000 | 24% | \$87,500 | 28% | \$70,000 | 24% | \$43,750 | 12% | | |
| 340-03 | Product 4 | 300 | - | 325 | - | 275 | - | 300 | - | 300 | - | 375 | - | 300 | - | 225 | - | 300 | - | 300 | - | 75 | - | | |
| | | Actual | | 400 | | 400 | | 375 | | 400 | | 400 | | 400 | | 400 | | 400 | | 400 | | 250 | | | |
| SRP | | \$400.00 | | \$67,500 | 20% | \$73,125 | 19% | \$61,875 | 19% | \$67,500 | 19% | \$84,375 | 25% | \$67,500 | 19% | \$50,625 | 17% | \$67,500 | 21% | \$67,500 | 21% | \$16,875 | 6% | | |
| Cost | | \$225.00 | | \$60,750 | 18% | \$90,000 | 24% | \$90,000 | 28% | \$84,375 | 24% | \$90,000 | 26% | \$90,000 | 26% | \$90,000 | 31% | \$90,000 | 29% | \$56,250 | 20% | \$90,000 | 25% | | |
| 340-04 | Product 5 | 300 | - | 325 | - | 275 | - | 300 | - | 300 | - | 300 | - | 300 | - | 175 | - | 225 | - | 300 | - | 300 | - | | |
| | | Actual | | 400 | | 400 | | 375 | | 400 | | 400 | | 400 | | 125 | | 400 | | 500 | | 100 | | | |
| SRP | | \$500.00 | | \$88,500 | 26% | \$95,875 | 26% | \$81,125 | 26% | \$88,500 | 26% | \$88,500 | 26% | \$88,500 | 26% | \$51,625 | 18% | \$66,375 | 21% | \$88,500 | 31% | \$88,500 | 26% | | |
| Cost | | \$295.00 | | \$101,775 | 30% | \$118,000 | 31% | \$118,000 | 37% | \$110,625 | 32% | \$118,000 | 35% | \$118,000 | 34% | \$36,875 | 13% | \$118,000 | 38% | \$147,500 | 51% | \$29,500 | 8% | | |
| 340-05 | Product 6 | 300 | - | 325 | - | 275 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | 300 | - | | |
| | | Actual | | 400 | | 400 | | 375 | | 400 | | 400 | | 400 | | 400 | | 400 | | 400 | | 400 | | | |
| SRP | | \$600.00 | | \$94,500 | 28% | \$102,375 | 27% | \$86,625 | 27% | \$94,500 | 27% | \$94,500 | 28% | \$94,500 | 27% | \$94,500 | 32% | \$94,500 | 30% | \$94,500 | 30% | \$94,500 | 27% | | |
| Cost | | \$315.00 | | \$122,850 | 36% | \$126,000 | 34% | \$126,000 | 40% | \$118,125 | 34% | \$126,000 | 37% | \$126,000 | 36% | \$126,000 | 43% | \$126,000 | 40% | \$126,000 | 44% | \$126,000 | 36% | | |
| TOTAL: | | Units Forecast | 1,650 | 1,950 | 1,650 | 1,800 | 1,750 | 1,800 | 1,750 | 1,800 | 1,800 | 1,600 | 1,625 | 1,625 | 1,625 | 1,625 | 1,625 | 1,525 | 1,525 | 1,525 | 1,875 | 1,875 | | | |
| | | Actual | 2,115 | 2,400 | 2,400 | 2,400 | 2,100 | 2,300 | 2,100 | 2,300 | 2,125 | 2,125 | 2,125 | 2,125 | 2,125 | 2,125 | 2,125 | 2,550 | 2,550 | 2,525 | 2,525 | 1,875 | | | |
| | | SSS Forecast | \$339,830 | \$375,455 | \$317,705 | \$346,575 | \$341,550 | \$346,565 | \$341,550 | \$346,565 | \$292,830 | \$314,475 | \$292,830 | \$314,475 | \$292,830 | \$314,475 | \$292,830 | \$314,475 | \$287,205 | \$287,205 | \$354,050 | \$354,050 | | | |
| | | Actual | \$415,875 | \$472,000 | \$472,000 | \$442,500 | \$439,000 | \$457,750 | \$442,500 | \$457,750 | \$390,875 | \$491,750 | \$390,875 | \$491,750 | \$390,875 | \$491,750 | \$390,875 | \$491,750 | \$481,625 | \$481,625 | \$553,875 | \$553,875 | | | |
| | | Q1 Totals | | Units Forecast | | 5250 | | Q2 Totals | | Units Forecast | | 5350 | | Q3 Totals | | Units Forecast | | 4750 | | Q4 Totals | | Units Forecast | | 7200 | |
| | | | | Actual | | 6915 | | | | Actual | | 6650 | | | | Actual | | 7900 | | | | Actual | | 8240 | |
| | | | | SSS Forecast | | \$1,032,990 | | | | SSS Forecast | | \$1,034,690 | | | | SSS Forecast | | \$1,364,250 | | | | SSS Forecast | | \$1,364,250 | |
| | | | | Actual | | \$1,359,875 | | | | Actual | | \$1,339,250 | | | | Actual | | \$1,364,250 | | | | Actual | | \$1,364,250 | |
| Cumulative Total Sales | | \$415,875 | \$887,875 | \$1,359,875 | \$1,802,375 | \$2,241,375 | \$2,699,125 | \$3,090,000 | \$3,581,750 | \$4,063,375 | \$4,417,250 | \$4,816,250 | \$5,188,000 | \$5,599,750 | \$6,000,000 | \$6,411,750 | \$6,823,500 | \$7,235,250 | \$7,647,000 | \$8,058,750 | \$8,470,500 | \$8,882,250 | \$9,294,000 | | |
| % of Annual Forecast Achieved | | 10% | 22% | 34% | 45% | 56% | 68% | 78% | 90% | 102% | 111% | 122% | 133% | 144% | 155% | 166% | 177% | 188% | 200% | 211% | 222% | 233% | 244% | | |
| On or Below Quota for Year: | | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | (On Quota) | | |
| Sales Manager: | | xxx | | January | | February | | March | | April | | May | | June | | July | | August | | September | | October | | | |
| Commission Rate: | | 1.50% | | \$6,238 | | \$7,080 | | \$7,080 | | \$6,638 | | \$6,585 | | \$6,866 | | \$5,863 | | \$7,376 | | \$7,224 | | \$5,308 | | | |

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