

This worksheet is the Sales Manager's view of forecasted and actual sales for the year.
 This beast came from a previous sales job where we needed to forecast units sold mostly to support manufacturing requirements. (As well as to give our sales manager peace of mind about the revenue we were generating.)
 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: SalesPerson A		Product Summary Forecast																										
Commission Rate:	70.00%	January	% Forecast	February	% Forecast	March	% Forecast	April	% Forecast	May	% Forecast	June	% Forecast	July	% Forecast	August	% Forecast	September	% Forecast	October	% Forecast	November	% Forecast	December	% Forecast	Year Total	% Forecast	
Part #	1	Units Forecast	30	-	65	-	55	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	600	-
Description	Product 1	Actual	30	-	80	-	80	-	75	-	80	-	75	-	80	-	80	-	100	-	65	-	60	-	85	-	880	-
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%	\$2,700	5%	\$2,700	3%	\$31,050	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%	\$2,925	4%	\$2,700	5%	\$4,275	5%	\$39,600	5%
Part #	2	Units Forecast	60	-	65	-	65	-	60	-	60	-	60	-	60	-	40	-	60	-	75	-	60	-	90	-	745	-
Description	Product 2	Actual	45	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	95	-	80	-	100	-	120	-	995	-
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%	\$7,500	13%	\$11,250	14%	\$93,125	11%
Cost	\$125.00	Actual	\$5,625	8%	\$10,000	13%	\$10,000	15%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$11,875	20%	\$10,000	14%	\$12,500	22%	\$15,000	19%	\$15,000	19%	\$124,375	15%
Part #	3	Units Forecast	60	-	65	-	65	-	60	-	35	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	685	-
Description	Product 3	Actual	75	-	80	-	80	-	75	-	80	-	80	-	100	-	80	-	80	-	80	-	80	-	80	-	910	-
SRP	\$300.00	SSS Forecast	\$18,000	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%	\$10,500	18%	\$10,500	13%	\$119,875	15%
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%	\$8,750	12%	\$16,625	25%	\$14,000	18%	\$169,250	20%
Part #	4	Units Forecast	60	-	65	-	65	-	60	-	75	-	60	-	45	-	60	-	45	-	60	-	25	-	75	-	655	-
Description	Product 4	Actual	50	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	30	-	80	-	845	-
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%	\$5,625	10%	\$16,875	22%	\$147,375	18%
Cost	\$225.00	Actual	\$11,250	16%	\$18,000	23%	\$18,000	28%	\$16,875	24%	\$18,000	26%	\$18,000	25%	\$18,000	28%	\$11,250	19%	\$18,000	25%	\$8,750	12%	\$18,000	23%	\$18,000	23%	\$190,125	23%
Part #	5	Units Forecast	60	-	65	-	65	-	60	-	60	-	60	-	35	-	45	-	60	-	60	-	40	-	60	-	600	-
Description	Product 5	Actual	25	-	80	-	80	-	75	-	80	-	80	-	25	-	80	-	100	-	20	-	55	-	80	-	780	-
SRP	\$900.00	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%	\$11,800	21%	\$17,700	23%	\$194,700	24%
Cost	\$295.00	Actual	\$7,375	11%	\$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%	\$16,225	28%	\$23,600	30%	\$230,100	28%
Part #	6	Units Forecast	60	-	65	-	65	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	720	-
Description	Product 6	Actual	79	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	945	-
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%	\$18,900	33%	\$18,900	24%	\$226,800	28%
Cost	\$315.00	Actual	\$22,050	32%	\$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%	\$25,200	44%	\$25,200	32%	\$297,675	37%
TOTALS		Units Forecast	330	-	390	-	330	-	360	-	350	-	360	-	320	-	325	-	305	-	375	-	305	-	405	-	4,155	-
		Actual	295	-	480	-	480	-	450	-	420	-	460	-	425	-	510	-	505	-	375	-	420	-	535	-	5,355	-
		SSS Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	-	\$70,800	-	\$63,875	-	\$83,875	-	\$58,925	-	\$72,675	-	\$57,025	-	\$77,925	-	\$819,925	-
		Actual	\$60,775	88%	\$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%	\$80,000	140%	\$100,075	128%	\$1,041,125	128%
		Q1 Total			Units Forecast	1050		Q2 Total		Units Forecast	1070		Q3 Total		Units Forecast	950		Q4 Total		Units Forecast	1085				1085			
		Actual			Actual	1255		Actual		Actual	1330		Actual		Actual	1440		Actual		Actual	1330				1330			
		SSS Forecast			SSS Forecast	\$211,050		SSS Forecast		SSS Forecast	\$211,400		SSS Forecast		SSS Forecast	\$162,850		SSS Forecast		SSS Forecast	\$207,625				\$207,625			
		Actual			Actual	\$249,575	118%	Actual		Actual	\$237,850	127%	Actual		Actual	\$272,850	149%	Actual		Actual	\$250,850				\$250,850			
		Cumulative Total Sales	\$60,775		\$155,175		\$249,575		\$338,075		\$426,875		\$517,425		\$595,600		\$693,950		\$790,275		\$861,050		\$941,050		\$1,041,125			
		% of Annual Forecast Achieved	7%		19%		31%		42%		52%		64%		73%		85%		97%		106%		116%		128%			
		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)		(On Quota)			

Salesperson:		Salesperson B																		Product Summary Forecast												
Commission Rate:		10.00%																														
Part #	Description	Units Forecast	Actual	SSS Forecast	January	% Forecast	February	% Forecast	March	% Forecast	April	% Forecast	May	% Forecast	June	% Forecast	July	% Forecast	August	% Forecast	September	% Forecast	October	% Forecast	November	% Forecast	December	% Forecast	Year Total	% Forecast		
1	Product 1	30	65	60	30	100%	65	217%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	600	200%		
	SRP	\$100.00	\$1,350	\$3,600	\$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%	\$2,700	5%	\$2,700	3%	\$31,050	4%		
	Cost	\$45.00	\$3,600	\$3,600	\$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%	\$2,700	5%	\$4,275	5%	\$41,850	5%		
2	Product 2	80	80	80	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	800	100%		
	SRP	\$200.00	\$7,500	\$10,000	\$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%	\$7,500	13%	\$11,250	14%	\$89,125	11%		
	Cost	\$125.00	\$10,000	\$10,000	\$10,000	14%	\$10,000	13%	\$9,375	13%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$11,875	16%	\$11,875	20%	\$10,000	14%	\$12,500	22%	\$15,000	19%	\$128,750	16%		
3	Product 3	60	60	60	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	600	100%		
	SRP	\$300.00	\$10,500	\$14,000	\$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%	\$10,500	14%	\$10,500	13%	\$119,875	15%		
	Cost	\$175.00	\$14,000	\$14,000	\$14,000	20%	\$14,000	18%	\$14,000	22%	\$13,125	18%	\$8,750	13%	\$11,375	18%	\$14,000	23%	\$17,500	27%	\$14,000	24%	\$16,625	29%	\$14,000	18%	\$16,625	29%	\$14,000	18%	\$160,125	20%
4	Product 4	55	55	55	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	550	100%		
	SRP	\$400.00	\$13,500	\$18,000	\$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%	\$5,625	10%	\$16,875	22%	\$147,375	18%		
	Cost	\$225.00	\$18,000	\$18,000	\$18,000	23%	\$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%	\$6,750	12%	\$18,000	23%	\$191,250	24%		
5	Product 5	80	80	80	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	800	100%		
	SRP	\$600.00	\$17,700	\$23,000	\$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%	\$11,800	21%	\$17,700	23%	\$194,700	24%		
	Cost	\$295.00	\$23,000	\$23,000	\$23,000	34%	\$23,000	31%	\$23,000	36%	\$22,125	31%	\$23,000	34%	\$23,000	33%	\$23,000	37%	\$23,600	37%	\$29,500	50%	\$5,900	8%	\$18,225	28%	\$23,600	30%	\$246,325	30%		
6	Product 6	60	60	60	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	600	100%		
	SRP	\$600.00	\$18,000	\$25,200	\$18,000	27%	\$20,475	27%	\$17,325	27%	\$18,000	27%	\$18,000	27%	\$18,000	27%	\$18,000	31%	\$18,000	30%	\$5,375	6%	\$18,000	32%	\$16,800	25%	\$18,000	24%	\$226,800	28%		
	Cost	\$315.00	\$25,200	\$25,200	\$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%	\$25,200	35%	\$25,200	32%	\$25,200	32%	\$300,825	37%
TOTALS		330	455	\$69,450	\$88,775	128%	390	\$76,700	\$94,400	145%	330	\$68,500	360	\$420	350	\$81,550	129%	320	\$425	325	\$510	154%	305	\$505	375	\$57,025	405	\$405	\$1,069,125	128%		
Q1 Totals		105	141.5	\$21,105	\$27,757.5	132%	105	\$13,105	\$16,105	145%	105	\$10,105	105	\$420	105	\$10,105	129%	105	\$425	105	\$510	154%	105	\$505	105	\$57,025	105	\$105	\$277,575	128%		
Q2 Totals		105	141.5	\$21,105	\$27,757.5	132%	105	\$13,105	\$16,105	145%	105	\$10,105	105	\$420	105	\$10,105	129%	105	\$425	105	\$510	154%	105	\$505	105	\$57,025	105	\$105	\$277,575	128%		
Q3 Totals		105	141.5	\$21,105	\$27,757.5	132%	105	\$13,105	\$16,105	145%	105	\$10,105	105	\$420	105	\$10,105	129%	105	\$425	105	\$510	154%	105	\$505	105	\$57,025	105	\$105	\$277,575	128%		
Q4 Totals		105	141.5	\$21,105	\$27,757.5	132%	105	\$13,105	\$16,105	145%	105	\$10,105	105	\$420	105	\$10,105	129%	105	\$425	105	\$510	154%	105	\$505	105	\$57,025	105	\$105	\$277,575	128%		
Cumulative Total Sales		\$88,775	\$183,175	\$277,575	\$366,075	\$453,875	\$545,425	\$623,600	\$721,950	\$818,275	\$889,050	\$969,050	\$1,069,125																			
% of Annual Forecast Achieved		11%	23%	34%	45%	56%	67%	77%	89%	100%	109%	119%	132%																			
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)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)		

Salesperson:		Salesperson C																		Product Summary Forecast												
Commission Rate:		10.00%																														
Part #	Description	Units Forecast	Actual	SSS Forecast	January	% Forecast	February	% Forecast	March	% Forecast	April	% Forecast	May	% Forecast	June	% Forecast	July	% Forecast	August	% Forecast	September	% Forecast	October	% Forecast	November	% Forecast	December	% Forecast	Year Total	% Forecast		
1	Product 1	30	65	60	30	100%	65	217%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	60	200%	600	200%		
	SRP	\$100.00	\$1,350	\$3,600	\$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%	\$2,700	5%	\$2,700	3%	\$31,050	4%		
	Cost	\$45.00	\$3,600	\$3,600	\$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%	\$2,700	5%	\$4,275	5%	\$41,850	5%		
2	Product 2	80	80	80	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	800	100%		
	SRP	\$200.00	\$7,500	\$10,000	\$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%	\$7,500	13%	\$11,250	14%	\$89,125	11%		
	Cost	\$125.00	\$10,000	\$10,000	\$10,000	14%	\$10,000	13%	\$9,375	13%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$11,875	16%	\$11,875	20%	\$10,000	14%	\$12,500	22%	\$15,000	19%	\$128,750	16%		
3	Product 3	60	60	60	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	60	100%	600	100%		
	SRP	\$300.00	\$10,500	\$14,000	\$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%	\$10,500	14%	\$10,500	13%	\$119,875	15%		
	Cost	\$175.00	\$14,000	\$14,000	\$14,000	20%	\$14,000	18%	\$14,000	22%	\$13,125	18%	\$8,750	13%	\$11,375	18%	\$14,000	23%	\$17,500	27%	\$14,000	24%	\$16,625	29%	\$14,000	18%	\$16,625	29%	\$14,000	18%	\$160,125	20%
4	Product 4	55	55	55	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	55	100%	550	100%		
	SRP	\$400.00	\$13,500	\$18,000	\$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%	\$5,625	10%	\$16,875	22%	\$147,375	18%		
	Cost	\$225.00	\$18,000	\$18,000	\$18,000	23%	\$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%	\$6,750	12%	\$18,000	23%	\$191,250	24%		
5	Product 5	80	80	80	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	80	100%	800	100%		
	SRP	\$600.00	\$17,700	\$23,000	\$17,700																											

Salesperson:		SalesPerson D		Product Summary Forecast																									
Commission Rate:		10.00%		January	% Forecast	February	% Forecast	March	% Forecast	April	% Forecast	May	% Forecast	June	% Forecast	July	% Forecast	August	% Forecast	September	% Forecast	October	% Forecast	November	% Forecast	December	% Forecast	Year Total	% Forecast
Part #	1	Units Forecast	30	65	55	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60			
Description	Product 1	Actual	80	80	75	80	75	80	75	80	75	80	75	80	75	80	75	80	75	80	75	80	75	80	75	80			
SRP	\$100.00	SSS Forecast	\$1,500	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	4%	\$2,700	4%	\$2,700	4%			
Cost	\$46.00	Actual	\$3,000	5%	\$3,000	5%	\$3,000	6%	\$3,375	5%	\$2,250	3%	\$3,375	5%	\$3,600	6%	\$4,050	8%	\$2,925	4%	\$2,700	5%	\$4,275	6%	\$41,850	5%			
Part #	2	Units Forecast	60	65	65	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60				
Description	Product 2	Actual	80	80	80	75	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	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	12%	\$5,000	8%	\$7,500	13%	\$9,375	13%	\$7,500	13%	\$11,250	14%	\$93,125	11%			
Cost	\$128.00	Actual	\$10,000	14%	\$10,000	13%	\$10,000	15%	\$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	16%	\$11,875	20%	\$10,000	14%	\$12,500	22%	\$15,000	19%	\$128,750	16%			
Part #	3	Units Forecast	60	65	65	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60				
Description	Product 3	Actual	80	80	80	75	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80				
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	18%	\$10,500	13%	\$119,875	15%			
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%	\$16,625	20%	\$14,000	18%			
Part #	4	Units Forecast	60	65	65	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60				
Description	Product 4	Actual	55	80	80	75	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	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%	\$5,625	10%	\$16,875	22%			
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%	\$6,750	12%	\$18,000	24%			
Part #	5	Units Forecast	60	65	65	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60				
Description	Product 5	Actual	80	80	80	75	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80				
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%	\$11,800	21%	\$17,700	23%			
Cost	\$285.00	Actual	\$23,600	34%	\$23,600	31%	\$23,600	36%	\$22,125	31%	\$23,600	34%	\$23,600	33%	\$7,375	12%	\$23,600	32%	\$29,500	50%	\$5,900	8%	\$16,225	28%	\$23,600	30%			
Part #	6	Units Forecast	60	65	65	60	60	60	60	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	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	30%	\$18,900	32%	\$16,900	26%	\$18,900	33%	\$18,900	24%	\$226,800	28%			
Cost	\$316.00	Actual	\$25,200	36%	\$25,200	33%	\$25,200	39%	\$23,625	33%	\$25,200	36%	\$25,200	42%	\$25,200	39%	\$25,200	43%	\$25,200	44%	\$25,200	44%	\$25,200	32%	\$25,200	32%			
TOTALS		Units Forecast	330	390	330	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360				
		Actual	455	480	480	450	420	460	425	510	505	505	505	505	505	505	505	505	505	505	505	505	505	505	505				
		SSS Forecast	\$69,450	\$76,700	\$64,900	\$70,800	\$69,800	\$70,800	\$60,050	\$63,875	\$63,875	\$60,050	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875	\$63,875				
		Actual	\$88,775	\$94,400	\$94,400	\$88,500	\$87,800	\$87,800	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550	\$91,550				
		Q1 Total		Units Forecast	1050	1415	1050	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070				
		Actual		SSS Forecast	\$211,050	\$277,575	\$211,050	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400				
		Actual		SSS Forecast	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575				
		Q2 Total		Units Forecast	1050	1330	1050	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070	1070				
		Actual		SSS Forecast	\$211,400	\$227,850	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400	\$211,400				
		Actual		SSS Forecast	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575	\$277,575				
		Q3 Total		Units Forecast	950	1440	950	950	950	950	950	950	950	950	950	950	950	950	950	950	950	950	950	950	950				
		Actual		SSS Forecast	\$182,850	\$207,625	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850	\$182,850				
		Actual		SSS Forecast	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850	\$272,850				
		Q4 Total		Units Forecast	1085	1330	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085	1085				
		Actual		SSS Forecast	\$207,625	\$227,850	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625	\$207,625				
		Actual		SSS Forecast	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850	\$250,850				
		Cumulative Total Sales	\$88,775	\$163,175	\$277,575	\$366,075	\$453,875	\$545,425	\$623,600	\$721,950	\$818,275	\$889,050	\$969,050	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125	\$1,069,125				
		% of Annual Forecast Achieved	71%	23%	34%	45%	56%	67%	77%	89%	101%	109%	119%	132%	132%	132%	132%	132%	132%	132%	132%	132%	132%	132%	132%				
		(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)	(On Quota)	(On Quota)				

Salesperson:		SalesPerson F		Product Summary Forecast													Year Total	
Commission Rate:		January	February	March	April	May	June	July	August	September	October	November	December					
Part #	1	Units Forecast	30	35	35	50	50	50	50	50	50	50	50	50	50			
Description	Product 1	Actual	80	80	80	75	75	75	75	75	75	75	75	75	75			
SRP	\$100.00	SSS Forecast	\$1,350	\$2,925	\$2,475	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700	\$2,700			
Cost	\$45.00	Actual	\$3,600	\$3,600	\$3,600	\$3,375	\$2,250	\$3,375	\$3,600	\$4,050	\$4,500	\$2,925	\$2,700	\$4,275	\$3,150			
Part #	2	Units Forecast	60	65	65	60	60	60	60	60	60	60	60	60	60			
Description	Product 2	Actual	90	90	90	75	90	90	90	95	90	100	120	100				
SRP	\$200.00	SSS Forecast	\$7,500	\$8,125	\$6,875	\$7,500	\$7,500	\$7,500	\$8,000	\$9,375	\$7,500	\$11,250	\$11,250	\$11,250				
Cost	\$125.00	Actual	\$10,000	\$10,000	\$10,000	\$9,375	\$10,000	\$10,000	\$10,000	\$11,875	\$14,000	\$12,500	\$15,000	\$15,000				
Part #	3	Units Forecast	60	65	65	60	35	60	60	60	60	60	60	60				
Description	Product 3	Actual	80	80	80	75	50	65	80	100	80	85	80	80				
SRP	\$300.00	SSS Forecast	\$10,500	\$11,375	\$9,625	\$10,500	\$6,125	\$10,500	\$10,500	\$10,500	\$10,500	\$10,500	\$10,500	\$10,500				
Cost	\$175.00	Actual	\$14,000	\$14,000	\$14,000	\$13,125	\$8,750	\$11,375	\$14,000	\$17,500	\$14,000	\$8,750	\$16,625	\$14,000				
Part #	4	Units Forecast	60	65	65	60	75	60	60	60	60	60	60	60				
Description	Product 4	Actual	55	80	80	75	80	80	80	80	80	80	80	80				
SRP	\$400.00	SSS Forecast	\$13,500	\$14,625	\$12,375	\$13,500	\$16,875	\$13,500	\$13,500	\$13,500	\$13,500	\$13,500	\$13,500	\$13,500				
Cost	\$225.00	Actual	\$12,375	\$18,000	\$18,000	\$16,875	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000	\$18,000				
Part #	5	Units Forecast	60	65	65	60	60	60	60	60	60	60	60	60				
Description	Product 5	Actual	80	80	80	75	80	80	80	100	100	20	55	80				
SRP	\$600.00	SSS Forecast	\$17,700	\$19,175	\$16,225	\$17,700	\$17,700	\$17,700	\$17,700	\$13,275	\$17,700	\$17,700	\$11,800	\$17,700				
Cost	\$295.00	Actual	\$23,600	\$23,600	\$23,600	\$22,125	\$23,600	\$23,600	\$23,600	\$7,375	\$23,600	\$29,500	\$5,900	\$16,225				
Part #	6	Units Forecast	60	65	65	60	60	60	60	60	60	60	60	60				
Description	Product 6	Actual	90	90	90	75	90	90	90	90	90	90	90	90				
SRP	\$600.00	SSS Forecast	\$18,900	\$20,475	\$17,325	\$18,900	\$18,900	\$18,900	\$18,900	\$18,900	\$18,900	\$18,900	\$18,900	\$18,900				
Cost	\$315.00	Actual	\$25,200	\$25,200	\$25,200	\$23,625	\$25,200	\$25,200	\$25,200	\$25,200	\$25,200	\$25,200	\$25,200	\$25,200				
TOTALS		Units Forecast	330	390	330	360	350	360	325	305	375	305	405	415				
		Actual	450	480	420	450	420	460	510	505	375	420	535	515				
		SSS Forecast	\$89,450	\$76,700	\$64,900	\$70,800	\$69,800	\$70,800	\$63,875	\$68,925	\$72,675	\$57,025	\$77,925	\$81,925				
		Actual	\$88,775	\$94,400	\$84,400	\$88,500	\$87,800	\$91,550	\$98,350	\$96,325	\$70,775	\$80,000	\$100,775	\$1,069,125				
		Q1 Total	Units Forecast	1050	1415	1050	1330	950	1440	1085	1330	1085	1330	132%				
		SSS Forecast	\$211,050	\$277,575	\$211,050	\$227,850	\$211,050	\$227,850	\$182,850	\$207,625	\$207,625	\$207,625	\$207,625	121%				
		Actual	\$211,050	\$277,575	\$211,050	\$227,850	\$211,050	\$227,850	\$182,850	\$207,625	\$207,625	\$207,625	\$207,625	121%				
		Cumulative Total Sales	\$88,775	\$183,175	\$277,575	\$366,075	\$463,875	\$545,425	\$623,600	\$721,950	\$816,275	\$889,050	\$969,050	\$1,069,125				
		% of Annual Forecast Achieved	11%	23%	34%	45%	56%	67%	77%	89%	101%	109%	119%	132%				
		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)				

Commissions		January	February	March	April	May	June	July	August	September	October	November	December	Year Total
Salesperson:	SalesPerson A													
Commission Rate:	10.00%	\$6,078	\$9,440	\$9,440	\$8,850	\$8,780	\$9,155	\$7,818	\$9,835	\$9,633	\$7,078	\$8,000	\$10,008	\$104,113
Salesperson:	SalesPerson B													
Commission Rate:	10.00%	\$8,878	\$9,440	\$9,440	\$8,850	\$8,780	\$9,155	\$7,818	\$9,835	\$9,633	\$7,078	\$8,000	\$10,008	\$106,913
Salesperson:	SalesPerson C													
Commission Rate:	10.00%	\$8,878	\$9,440	\$9,440	\$8,850	\$8,780	\$9,155	\$7,818	\$9,835	\$9,633	\$7,078	\$8,000	\$10,008	\$106,913
Salesperson:	SalesPerson D													
Commission Rate:	10.00%	\$8,878	\$9,440	\$9,440	\$8,850	\$8,780	\$9,155	\$7,818	\$9,835	\$9,633	\$7,078	\$8,000	\$10,008	\$106,913
Salesperson:	SalesPerson E													
Commission Rate:	10.00%	\$8,878	\$9,440	\$9,440	\$8,850	\$8,780	\$9,155	\$7,818	\$9,835	\$9,633	\$7,078	\$8,000	\$10,008	\$106,913
TOTAL Salesperson Commissions		\$41,588	\$47,200	\$47,200	\$44,250	\$43,900	\$45,775	\$39,088	\$49,175	\$48,163	\$35,388	\$40,000	\$50,038	\$531,763

Sales Manager		Sales Manager Name		10.00%		January	February	March	April	May	June	July	August	September	October	November	December	Year Total																				
Part #	1	Units Forecast	150	325	275	300	300	300	300	300	300	300	300	300	300	300	300	3,450																				
Description	Product 1	Actual	350	400	400	375	400	375	400	400	400	450	500	500	325	300	475	4,600																				
SRP	\$100.00	SSS Forecast	\$6,750	14,625	12,375	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	13,500	155,250																				
Cost	\$45.00	Actual	\$15,750	18,000	18,000	16,875	11,250	11,250	18,000	11,250	18,000	20,250	22,500	14,625	13,500	21,375	6,000	207,000																				
Part #	2	Units Forecast	300	325	275	300	300	300	300	300	300	300	300	300	300	300	300	3,725																				
Description	Product 2	Actual	365	400	400	375	400	400	400	400	400	400	475	400	400	500	600	5,115																				
SRP	\$200.00	SSS Forecast	\$30,000	32,580	27,580	30,075	30,000	30,065	30,000	30,065	30,000	30,000	30,000	30,000	30,000	30,000	30,000	373,415																				
Cost	\$125.00	Actual	\$45,625	50,000	46,875	48,875	44,000	44,000	48,875	44,000	48,875	50,000	59,375	50,000	50,000	75,000	20,000	589,375																				
Part #	3	Units Forecast	300	325	275	300	300	300	300	300	300	300	300	300	300	300	300	3,425																				
Description	Product 3	Actual	395	400	400	375	400	400	400	400	400	400	400	400	400	475	400	4,570																				
SRP	\$300.00	SSS Forecast	\$52,500	56,875	48,125	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500	52,500	659,375																				
Cost	\$175.00	Actual	\$69,125	70,000	66,250	64,375	64,375	64,375	64,375	64,375	64,375	64,375	64,375	64,375	64,375	64,375	64,375	809,375																				
Part #	4	Units Forecast	300	325	275	300	300	300	300	300	300	300	300	300	300	300	300	3,275																				
Description	Product 4	Actual	270	400	400	375	400	400	400	400	400	400	400	250	400	150	400	4,245																				
SRP	\$400.00	SSS Forecast	\$67,500	73,125	61,875	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	67,500	736,875																				
Cost	\$225.00	Actual	\$60,750	80,000	80,000	84,375	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	80,000	995,125																				
Part #	5	Units Forecast	300	325	275	300	300	300	300	300	300	300	300	300	300	300	300	3,300																				
Description	Product 5	Actual	345	400	400	375	400	400	400	400	400	400	400	500	100	275	400	4,120																				
SRP	\$295.00	SSS Forecast	\$88,500	95,875	81,125	88,500	88,500	88,500	88,500	88,500	88,500	88,500	88,500	88,500	88,500	88,500	88,500	973,500																				
Cost	\$295.00	Actual	\$101,375	118,000	118,000	110,625	118,000	118,000	118,000	118,000	118,000	118,000	118,000	118,000	118,000	118,000	118,000	1,215,400																				
Part #	6	Units Forecast	300	325	275	300	300	300	300	300	300	300	300	300	300	300	300	3,600																				
Description	Product 6	Actual	390	400	400	375	400	400	400	400	400	400	400	400	400	400	400	4,765																				
SRP	\$600.00	SSS Forecast	\$94,500	102,375	86,625	94,500	94,500	94,500	94,500	94,500	94,500	94,500	94,500	94,500	94,500	94,500	94,500	1,134,000																				
Cost	\$315.00	Actual	\$122,850	126,000	126,000	118,125	126,000	126,000	126,000	126,000	126,000	126,000	126,000	126,000	126,000	126,000	126,000	1,500,975																				
TOTAL:		Units Forecast	1,850	1,950	1,650	1,800	1,750	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	1,800	20,775																				
		Actual	2,115	2,400	2,400	2,250	2,100	2,300	2,300	2,300	2,300	2,300	2,550	2,525	1,875	2,100	2,675	27,415																				
		SSS Forecast	\$339,830	\$375,455	\$317,705	\$346,875	\$341,550	\$346,565	\$346,565	\$346,565	\$346,565	\$346,565	\$346,565	\$346,565	\$346,565	\$346,565	\$346,565	\$3,745,415																				
		Actual	\$415,875	\$472,000	\$472,000	\$442,500	\$439,000	\$457,750	\$439,000	\$457,750	\$439,000	\$457,750	\$439,000	\$457,750	\$439,000	\$457,750	\$439,000	\$5,317,625																				
		Q1 Totals		Units Forecast	5250	Actual	6915	SSS Forecast	\$1,034,690	Actual	\$1,339,250	Q2 Totals	Units Forecast	6550	Actual	7200	SSS Forecast	\$804,510	Actual	\$1,306,250	Q3 Totals	Units Forecast	4750	Actual	7200	SSS Forecast	\$804,510	Actual	\$1,306,250	Q4 Totals	Units Forecast	5425	Actual	6650	SSS Forecast	\$1,010,225	Actual	\$1,254,250
		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	\$4,812,250	\$5,146,250	\$5,317,625																							
		% of Annual Forecast Achieved	10%	22%	34%	45%	56%	68%	78%	90%	102%	111%	121%	134%																								
		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)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)			
Sales Manager:	Sales Manager Name	January	February	March	April	May	June	July	August	September	October	November	December	Year Total																								
Commission Rate:	10.00%	\$41,588	\$47,200	\$47,200	\$44,250	\$43,900	\$45,775	\$39,088	\$49,175	\$48,163	\$35,388	\$40,000	\$50,038	\$531,763																								

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