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: Commission Rate:		SalesPerson A			n		March %			Forecast	**	6 Forecast		Forecast	ummary Forecas				0	_	October 2	· n .	November % Forecast	December %	. n	Year Total %	
	4		January %	Forecast	February %	Forecast	March %	Forecast	April %	Forecast	May %	o Forecast	June %	Forecast	July 60	% Forecast	August % Fe	orecast	September % Fore	cast	October 2	% Forecast	November % Forecast	December %	Forecast		Forecast
Part #	2	Units Forecast	30	1	65	-	55	1	75		60		60 75	1	80	- 1	60	-	60	1	65	1	60 -	95	-	690	-
Description	Product 1 \$100.00	Actual SSS Forecast	30]	00		\$2.475				50		\$2.700				90		100 \$2.700				\$2.700 5%			880	
SRP	\$100.00 \$45.00		\$1,350 \$1,350	2%	\$2,925 \$3.600	4%	\$2,475 \$3.600	4%	\$2,700 \$3.375	4%	\$2,700 \$2,250	4%	\$2,700 \$3.375	4%	\$2,700 \$3,600	4%	\$2,700 \$4,050	4%	\$2,700 \$4.500	5%	\$2,700 \$2,925	4%	\$2,700 5% \$2,700 5%	\$2,700 \$4,275	3%	\$31,050 \$39,600	4% 5%
Cost Part #	\$45.00	Actual Units Forecast	\$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%	\$39,600 745	5%
Description	Product 2	Actual	45	1	80	1	90	1	75	1	90	1	80	1	80	1	80	1	00	1	75 80	1	100	120	1	745 995	-
CDD	\$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	00/	\$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	1796	\$10.000	16%		20%	\$10,000	14%	\$12.500 22%	\$15,000	19%	\$124.375	15%
Part #	9120.00	Units Forecast	60	0/8	65	1378	\$10,000	10/8	60	13/6	310,000	14/6	\$10,000	14/0	60	17.78	60	10/6	\$11,070 2	.078	60	1476	60 -	60	1970	685	13/6
Description	Product 3	Actual	75	1	80]	80	1	75]	50	1	65	1	80	1	100	1	80]	50	1	95	80]	910	/ 1
SRP	\$300.00	SSS Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$6,125	996	\$10,500	15%	\$10,500	1796	\$10,500	16%	\$8,750 1	15%	\$10,500	14%	\$10,500 18%	\$10,500	13%	\$119,875	15%
Cost	\$175.00	Actual	\$13,125	1996	\$14,000	1896	\$14,000	22%	\$13,125	10%	\$8,750	1394	\$11,375	1696	\$14,000	23%	\$17,500	27%		24%	\$8.750	12%	\$16,625 29%	\$14,000	18%	\$159,250	20%
Part #	4	Units Forecast	60	1070	65	7070	55	22/0	60	7570	75	1070	60	1070	45	20/0	60	27,74	15	-7/0	60	12/4	25 -	75	1070	655	20,0
Description	Product 4	Actual	50		80	_	80	_	75		80		80		80	_	80		50		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	30%	\$18,000	28%		19%	\$18,000	25%	\$6,750 12%	\$18,000	23%	\$190,125	23%
Part #	5	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	35	-	45	-	60	-	60	-	40 -	60	-	660	-
Description	Product 5	Actual	25	-	80	-	80	-	75	-	80		80	-	25	-	80	-	100	-	20	-	55 -	80	-	780	
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	80%	\$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	-	55	-	60	-	60	-	60	-	60	-	60	-	60		60	-	60 -	60	-	720	-
Description	Product 6	Actual	70	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	80 -	80	-	945	
SRP	\$600.00	\$\$\$ 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%		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 4	13%	\$25,200	35%	\$25,200 44%	\$25,200	32%	\$297,675	37%
		Units Forecast	330	-	390	-	330	-	360	-	350		360	-	320	-	325	-	305	-	375	-	305 -	405	-	4,155	-
	L	Actual	295	-	480	-	480	-	450	-	420	-	460	-	425	-	510	-	505	-	375	-	420 -	535	-	5,355	-
		\$\$\$ Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	-	\$70,800	-	\$60,050	-	\$63,875	-	\$58,925	-	\$72,675	-	\$57,025 -	\$77,925	-	\$812,925	-
TOTALS		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%	***************************************	3%	\$70,775	97%	\$80,000 140%	\$100,075	128%	\$1,041,125	128%
				Q1 Totals	Unit	s Forecast	1050			Q2 Totals	Uni	its Forecast	1070			Q3 Totals	Units F	Forecast	950			Q4 Totals	Units Forecast	1085			
					_	Actual	1255					Actual	1330					Actual	1440			_	Actual	1330			
					SS	§ Forecast	\$211,050				\$5	SS Forecast	\$211,400				SSS F		\$182,850				SSS Forecast	\$207,625			
						Actual	\$249,575	118%				Actual	\$267,850	127%				Actual	42.2,000	19%			Actual	\$250,850	121%		
		umulative Total Sales	\$60,775		\$155,175		\$249,575		\$338,075		\$425,875		\$517,425		\$595,600		\$693,950		\$790,275		\$861,050		\$941,050	\$1,041,125			
		ual Forecast Achieved	7%		19%		31%		42%		52%		64%		73%		85%		97%		106%		116%	128%			
	On or I	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)			

37/19 Comprehensive Sales Forecast Commission Schedule Confidential

Salesperson:		SalesPerson B										Pro	oduct S	ummary Forecas	st												
Commission Rate:		10.00%	January 5	% Forecast	February % For	ecast N	arch % Foreca:	d April	% Forecast	May	% Forecast	June %	Forecast	July	% Forecast	August	% Forecast	September 5	% Forecast	October	% Forecast	November	% Forecast	December 5	% Forecast	Year Total	% Forecast
Part #	1	Units Forecast	30	-	65	-	55	- 60		60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	690	-
Description	Product 1	Actual	80	-	80	-	80	- 75		50		75		80	-	90	-	100	-	65	-	60	-	95	-	930	-
SRP	\$100.00	SSS Forecast	\$1,350	2%	\$2,925	4% \$2	175 49	6 \$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	\$3,600	5%	\$3,600	5% \$3	300 69	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%
Part #	2	Units Forecast	60	-	65	-	55	- 60		60	-	60	-	60	-	40	-	60	-	75	-	60	-	90	-	745	-
Description	Product 2	Actual	80	-	80	-	80	- 75		80	-	80	-	80	-	80	-	95	-	80	-	100	-	120	-	1,030	-
SRP	\$200.00	\$\$\$ Forecast	\$7,500	11%	\$8,125	11% \$6	375 115	6 \$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	\$10,000	14%	\$10,000	13% \$10	000 159	6 \$9,375	13%	\$10,000	14%	\$10,000	14%	\$10,000	17%	\$10,000	16%	\$11,875	20%	\$10,000	14%	\$12,500	22%	\$15,000	19%	\$128,750	16%
Part #	3	Units Forecast	60	-	65	-	55	- 60		35		60	-	60	-	60	-	50	-	60	-	60	-	60	-	685	-
Description	Product 3	Actual	80	-	80	-	80	- 75		50	-	65	-	80	-	100	-	80	-	50	-	95	-	80	-	915	-
SRP	\$300.00	SSS Forecast	\$10,500	15%	\$11,375	15% \$9		\$10,500	15%		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	\$14,000	20%	\$14,000	18% \$14	000 229	6 \$13,125	19%	\$8,750	13%	\$11,375	16%	\$14,000	23%	\$17,500	27%	\$14,000	24%	\$8,750	12%	\$16,625	29%	\$14,000	18%	\$160,125	20%
Part #	4	Units Forecast	60	-	65	-	55	- 60		75		60		45	-	60	-	15	-	60	-	25	-	75	-	655	-
Description	Product 4	Actual	55	-	80	-	80	- 75		80	-	80	-	80	-	80	-	50	-	80	-	30	-	80	-	850	-
SRP	\$400.00	\$\$\$ Forecast	\$13,500	19%	\$14,625	19% \$12	375 199		19%		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	\$12,375	18%	\$18,000	23% \$18	000 289	\$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%
Part #	5	Units Forecast	60	-	65	-	55	- 60	-	60	-	60	-	35	-	45	-	60	-	60	-	40	-	60	-	660	-
Description	Product 5	Actual	80	-	80	-	80	- 75	-	80	-	80	-	25	-	80	-	100	-	20	-	55	-	80	-	835	-
SRP	\$500.00	SSS Forecast	\$17,700	25%		25% \$16			25%		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	\$23,600	34%	+==;===	31% \$23		6 \$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%	\$246,325	30%
Part #	6	Units Forecast	60	-	65	-	55	- 60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	720	-
Description	Product 6	Actual	80	-	80	-	80	- 75	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	955	-
SRP	\$600.00	SSS Forecast	\$18,900	27%		27% \$17			27%	\$18,900	27%		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	\$25,200	36%		33% \$25			33%		36%	\$25,200	36%	\$25,200	42%	\$25,200	39%	\$25,200	43%	\$25,200	35%	\$25,200	44%	\$25,200	32%	\$300,825	37%
		Units Forecast	330	-	390		330	- 360	-	350	-	360	-	320	-	325	-	305	-	375	-	305	-	405	-	4,155	-
		Actual	455	-	480		180	- 450	-	420	-	460	-	425	-	510	-	505	-	375	-	420	-	535	-	5,515	-
		SSS Forecast	\$69,450	-	\$76,700	- \$64		- \$70,800	-	\$69,800	-	\$70,800	-	\$60,050	-	\$63,875	-	\$58,925	-	\$72,675	-	\$57,025	-	\$77,925	-	\$812,925	-
TOTALS		Actual	\$88,775	128%		23% \$94		6 \$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%	\$1,069,125	128%
				Q1 Totals	Units For		050		Q2 Totals	Un	its Forecast	1070			Q3 Totals	Un	its Forecast	950			Q4 Totals	Un	its Forecast	1085			
				-			115				Actual	1330					Actual	1440			_		Actual	1330			
					\$\$\$ For					s	SS Forecast	\$211,400				S	SS Forecast	\$182,850				\$	SS Forecast	\$207,625			
	-		****			ctual \$277					Actual	\$267,850	127%	****		****	Actual	\$272,850	149%				Actual	\$250,850	121%		
		umulative Total Sales	\$88,775		\$183,175	\$277		\$366,075		\$453,875		\$545,425		\$623,600		\$721,950		\$818,275		\$889,050		\$969,050		\$1,069,125			
		ial Forecast Achieved	11%		23%		34%	45%		56%		67%		77%		89%		101%		109%		119%		132%			
	On or B	lelow Quota for Year:	(On Quota)		(On Quota)	(On C	iota)	(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)			

Salesperson:		SalesPerson C											P	roduct Si	ummary Forecas	it												
Commission Rate:		10.00%	January	% Forecast	February	% Forecast	March %	Forecast	April	% Forecast	May	% Forecast	June	% Forecast	July	% Forecast	August % For	recast	September %	Forecast	October %	Forecast	November 2	% Forecast	December 9	6 Forecast	Year Total	% Forecast
Part #	1	Units Forecast	30	-	65	-	55	-	60		60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	690	-
Description	Product 1	Actual	80	-	80	-	80	-	75		50	-	75	-	80	-	90	-	100	-	65	-	60	-	95	-	930	
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	\$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%
Part #	2	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	40	-	60	-	75	-	60	-	90	-	745	-
Description	Product 2	Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	95	-	80	-	100	-	120	-	1,030	-
SRP	\$200.00	SSS Forecast	\$7,500	11%	\$8,125	1196	\$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	\$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%	\$12,500	22%	\$15,000	19%	\$128,750	16%
Part #	3	Units Forecast	60	-	65	-	55	-	60	-	35	-	60	-	60	-	60	-	50	-	60	-	60	-	60	-	685	-
Description	Product 3	Actual	80	-	80	-	80	-	75	-	50	-	65	-	80	-	100	-	80	-	50	-	95	-	80	-	915	-
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%		16%	\$8,750	15%	\$10,500	14%	\$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%	ψ11,000	27%	\$14,000	24%	\$8,750	12%	\$16,625	29%	\$14,000	18%	\$160,125	20%
Part #	4	Units Forecast	60	-	65	-	55	-	60	-	75	-	60	-	45	-	60	-	15	-	60	-	25	-	75	-	655	-
Description	Product 4	Actual	55	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	50	-	80	-	30	-	80	-	850	-
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%		21%	\$3,375	6%	\$13,500	19%	\$5,625	10%	\$16,875	22%	\$147,375	18%
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%	4.0,000	28%	\$11,250	19%	\$18,000	25%	\$6,750	12%	\$18,000	23%	\$191,250	24%
Part #	5	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	35	-	45	-	60	-	60	-	40	-	60	-	660	-
Description	Product 5	Actual	80	-	80	-	80	-	75	-	80	-	80	-	25	-	80	-	100	-	20	-	55	-	80	-	835	-
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%		21%	\$17,700	30%	\$17,700	24%	\$11,800	21%	\$17,700	23%	\$194,700	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%	420,000	37%	\$29,500	50%	\$5,900	8%	\$16,225	28%	\$23,600	30%	\$246,325	30%
Part #	- 6	Units Forecast	60	-	65	-	55	-	60	-	60	-	60	-	60	-	60	-	60	- 1	60	-	60	-	60	-	720	
Description	Product 6	Actual	80		80		80		75		80		80		80		80		80		80		80		80		955	
SRP	\$600.00	SSS Forecast	\$18,900	27% 36%	\$20,475	27% 33%	\$17,325	27% 39%	\$18,900	27% 33%	\$18,900	27% 36%	\$18,900	27% 36%	\$18,900	31%		30%	\$18,900	32% 43%	\$18,900	26% 35%	\$18,900 \$25,200	33% 44%	\$18,900	24%	\$226,800	28%
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%		44%	\$25,200	32%	\$300,825	37%
		Units Forecast	330	-	390	-	330	-	360	-	350	-	360	-	320	-	325	-	305	-	375	-	305	-	405	-	4,155	
		Actual	455	1	480	-	480	-	450	- 1	420	-	460	-	425	-	510	-	505	-1	375	-	420	-	535	-	5,515	-
TOTALS		\$\$\$ Forecast	\$69,450 \$88,775	128%	\$76,700 \$94,400	123%	\$64,900 \$94,400	145%	\$70,800 \$88,500	125%	\$69,800 \$87,800	126%	\$70,800 \$91.550	129%	\$60,050 \$78,175	130%	\$63,875 \$98.350 1	154%	\$58,925 \$96.325	163%	\$72,675 \$70,775	97%	\$57,025 \$80,000	140%	\$77,925 \$100.075	128%	\$812,925 \$1.069.125	128%
IUIALS		Actual	\$88,775		40.1.00			145%		O2 Totals	40.,1000			129%	\$/8,1/5	O3 Totals	4-0			163%		97% 04 Totals	400,000			128%	\$1,069,125	128%
				Q1 Totals	Un	its Forecast	1050 1415			Q2 Totals	Ur	nits Forecast	1070 1330			Q3 Totals	Units For	Actual	950 1440		,	4 Totals	Uni	ts Forecast	1085 1330			
						Actual SS Forecast	\$211,050					Actual SS Forecast	\$211,400			- F	SSS For		\$182,850			_		Actual SS Forecast	\$207,625			
					2	Actual	\$217,050	132%			3	Actual	\$211,400	127%				Actual	\$272.850	149%			33	Actual	\$207,625	121%		
		umulative Total Sales	\$88.775		\$183,175	Actual	\$277,575	102/0	\$366.075		\$453,875	Actual	\$545,425	727/0	\$623,600		\$721,950	ec suili	\$818,275	, 43/0	\$889.050		\$969.050	Acceptant	\$1,069,125	12.78		
		ual Forecast Achieved	\$00,775 11%		23%		34%		45%		\$453,675 56%		\$545,425 67%		\$623,600 77%		\$721,990 89%		101%		109%		119%		132%			
		Below Ouota for Year:	(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)			
	On or i	below Quota for Year:	(On Quota)		(Off Quota)		(Oii Quota)		(On Quota)		(On Quota)		(On Quota)		(On Quota)		(Oil Quota)		(Oii Quota)		(Oii Quota)		(On Quota)		(Oii Quota)			

Part							ummary Forecast							alesPerson D		Salesperson:
Description Product Street St. S	aber % Forecast Year Total % Foreca	December % Fe	November % Forecast	October % Forecast	September % Forecast	August % Forecast	July % Forecast	June % Forecast	May % Forecast	April % Forecast	March % Forecast	February % Forecast	ry % Forecast	10.00% January		Commission Rate:
Second S	60 - 690	60	60 -	60 -	60 -	60 -	60 -	60 -	60 -	60	55 -	65 -	0 -	Units Forecast 30	1	Part #
Cold \$48.00 Animal \$3,000 95 \$3,	95 - 930	95	60 -	65 -	100 -	90 -	- 88	75 -	50 -	75	80 -	80 -	0 -	Actual 80	Product 1	Description
Part # Part		\$2,700													\$100.00	SRP
Description Product Series 57.00 15% 58.02 17% 58.07 17% 58.07 17% 57.00 1	275 5% \$41,850 5	\$4,275	\$2,700 5%	\$2,925 4%	\$4,500 8%	\$4,050 6%	\$3,600 6%	\$3,375 5%	\$2,250 3%	\$3,375 5%	\$3,600 6%	\$3,600 5%	0 5%	Actual \$3,600	\$45.00	Cost
SRP \$200.00 SSS Freecast \$75.00 17% \$81.25 17% \$80.875 17% \$9.075 17% \$10.00 17% \$1	90 - 745	90	60 -	75 -	60 -	40 -	60 -	60 -	60 -	60 -	55 -	65 -	0 -	Units Forecast 60	2	Part #
Cott \$15.00 Actual \$10.000 14% \$10.000 15% \$10.000 15% \$10.000 14% \$10		120			95 -	80 -	80 -	80 -			80 -		0 -			Description
Part # 3 Units Preceast 60 68 58 58 50 38 58 50 58 58 50 58 58 5		\$11,250														SRP
Description Product Actual 80	000 19% \$128,750 16	\$15,000	\$12,500 22%	\$10,000 14%	\$11,875 20%	\$10,000 16%	\$10,000 17%	\$10,000 14%	\$10,000 14%	\$9,375 13%	\$10,000 15%	\$10,000 13%	0 14%	Actual \$10,000	\$125.00	Cost
SRP S00.00 SS Freezest S10.500 19% S11.375 19% S10.500 19% S11.275 19% S10.500 19%	60 - 685	60	60 -	60 -	50 -	60 -	60 -	60 -	35 -	60 -	55 -	65 -	0 -	Units Forecast 60	3	Part #
Cott \$175.00		80					80 -									Description
Part		\$10,500														SRP
Description Product Artual 55	000 18% \$160,125 20	\$14,000	\$16,625 29%	\$8,750 12%	\$14,000 24%	\$17,500 27%	\$14,000 23%	\$11,375 16%	\$8,750 13%	\$13,125 19%	\$14,000 22%	\$14,000 18%	0 20%	Actual \$14,000	\$175.00	Cost
SRP \$40,00 \$\$S\$ Freezam \$13,500 1994 \$14,625 1994 \$11,275 1994	75 - 655	75	25 -	60 -	15 -	60 -	45 -	60 -	75 -	60 -	55 -	65 -	0 -	Units Forecast 60	4	Part #
Cost \$225.00	80 - 850	80	30 -		50 -	80 -	80 -	80 -			80 -					Description
Part # 5 Units Precease 60 65 55 50 60 60 40 50 50 50 50 50 50 5		\$16,875														SRP
Description Product Artial 80	000 23% \$191,250 24	\$18,000	\$6,750 12%	\$18,000 25%	\$11,250 19%	\$18,000 28%	\$18,000 30%	\$18,000 25%	\$18,000 26%	\$16,875 24%	\$18,000 28%	\$18,000 23%	5 18%	Actual \$12,375	\$225.00	Cost
SRP \$50.00 \$SS Freezam \$17.700 29% \$10,175 29% \$10,225 29% \$17.700 29% \$17.700 29% \$17.700 29% \$17.700 29% \$10,325 27% \$13,275 27% \$17.700 39% \$18.000 27% \$18.000 37% \$18.000 \$10	60 - 660	60	40 -	60 -	60 -	45 -	35 -	60 -	60 -	60 -	55 -	65 -	0 -	Units Forecast 60	5	Part #
Cost \$235.00 Actual \$23.00 34% \$23.00	80 - 835	80				00					-					Description
Part		\$17,700														SRP
Description Product Artial 80	300 30% \$246,325 30	\$23,600	\$16,225 28%	\$5,900 8%	\$29,500 50%	\$23,600 37%	\$7,375 12%	\$23,600 33%	\$23,600 34%	\$22,125 31%	\$23,600 36%	\$23,600 31%	0 34%	Actual \$23,600	\$295.00	Cost
SRP \$600.00 \$55 Freezam \$18,900 27% \$20,475 27% \$11,325 27% \$18,900 27% \$18,900 27% \$18,900 27% \$18,900 37% \$18,000 \$18,000 \$1	60 - 720	60	60 -	60 -	60 -	60 -	60 -	60 -	60 -	60 -	55 -	65 -	0 -	Units Forecast 60	6	Part #
Cost \$315.00 Actual \$25.200 39% \$2	80 - 955	80	80 -		80 -	80 -	80 -	80 -			80 -		0 -			Description
Units Ferencial 330 330 330 330 350		\$18,900														SRP
Actual 455 480 480 480 420 480 425 510 505 375 420		\$25,200				400,000 007.0				V-0,000		\$25,200 33%			\$315.00	Cost
SSS Forecast 586,450 \$77,700 \$84,600 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800 \$70,800 \$80,800		405														
TOTALS Actual \$88,775 128% \$94,400 125% \$94,400 145% \$88,500 125% \$87,800 126% \$91,550 129% \$78,175 120% \$98,350 154% \$96,325 163% \$70,775 97% \$80,000 140% \$100 \$100 \$100 \$100 \$100 \$100 \$100 \$1		535														
Q1 Totals Units Forecast 1050 Q2 Totals Units Forecast 1070 Q3 Totals Units Forecast 950 Q4 Totals Units Forecast Actual 1415 Actual 1330 Actual 1440 Actual		\$77,925														
Actual 1415 Actual 1330 Actual 1440 Actual														Actual \$88,775		TOTALS
		1085	Units Forecast	Q4 Totals		Units Forecast	Q3 Totals			Q2 Totals		Units Forecast	Q1 Totals			
		1330		_												
		\$207,625														

		\$1,069,125														
		132%														
On or Below Quota for Year: (On Quota)	ota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	(On Quota)	ta)	Quota for Year: (On Quota)	On or Be	

alesperson:		SalesPerson E											Product	Summary Foreca	st												
ommission Rate:		10.00%	January 5	% Forecast	February 2	% Forecast	March	% Forecast	April %	Forecast	May % Forec	ast Ju	e % Foreca	sr July	% Forecast	August %	Forecast	September %	Forecast	October	% Forecast	November	% Forecast	December	% Forecast	Year Total	% Fo
rt#	1	Units Forecast	30	-	65	-	55	-	60		60	- €		- 60	-	60	-	60	-	60	-	60	-	60	-	690	
scription	Product 1	Actual	80	-	80	-	80	-	75		50	- 7		- 80	-	90	-	100	-	65	-	60	-	95	-	930	
LP.	\$100.00	SSS Forecast	\$1,350	2%	\$2,925	4%	\$2,475	4%	\$2,700	4%	\$2,700	4% \$2,70		\$2,700	4%	\$2,700	4%	\$2,700	5%	\$2,700	4%	\$2,700	5%	\$2,700	3%	\$31,050	
st	\$45.00	Actual	\$3,600	5%	\$3,600	5%	\$3,600	6%	\$3,375	5%	4=1===	3% \$3,37		\$3,600	6%	\$4,050	6%	\$4,500	8%	\$2,925	4%	\$2,700	5%	\$4,275	5%	\$41,850	_
rt#	2	Units Forecast	60	-	65	-	55	-	60	-	60	- 6)	- 60	-	40	-	60	-	75	-	60	-	90	-	745	
escription	Product 2	Actual	80	-	80	-	80	-	75	-	80	- 8)	- 80	-	80	-	95	-	80	-	100	-	120	-	1,030	
tP.	\$200.00	SSS Forecast	\$7,500	11%	\$8,125	11%	\$6,875	11%	\$7,500	11%		1% \$7,50			12%	\$5,000	8%	\$7,500	13%	\$9,375	13%	\$7,500	13%	\$11,250	14%	\$93,125	
st	\$125.00	Actual	\$10,000	14%	\$10,000	13%	\$10,000	15%	\$9,375	13%	4.01000	4% \$10,00		4.0,000	17%	\$10,000	16%	\$11,875	20%	\$10,000	14%	\$12,500	22%	\$15,000	19%	\$128,750	
t#	3	Units Forecast	60	-	65	-	55	1	60	-	35	- 6		- 60	-	60	-	50	-1	60	-	60	-	60	-	685	
scription	Product 3	Actual	80		80		80		75		50	- 6		- 80		100		80		50		95		80		915	
P st	\$300.00 \$175.00	\$\$\$ Forecast	\$10,500 \$14,000	15% 20%	\$11,375 \$14,000	15% 18%	\$9,625 \$14.000	15% 22%	\$10,500 \$13,125	15%		9% \$10,50 3% \$11.37			17% 23%	\$10,500 \$17,500	16% 27%	\$8,750 \$14,000	15% 24%	\$10,500 \$8,750	14% 12%	\$10,500 \$16,625	18% 29%	\$10,500 \$14,000	13% 18%	\$119,875 \$160,125	
t#	\$175.00	Actual Units Forecast	\$14,000	20%	\$14,000	18%	\$14,000	22%	\$13,125	19%	\$8,750 1	3% \$11,3/		- \$14,000	23%	\$17,500	27%	\$14,000	24%	\$8,750	12%	\$16,625	29%	\$14,000	18%	\$160,125 655	_
scription	Product 4	Actual	55	1	80	1	80	1	75	1	75 80	1 3		- 80	1	80		50	1	80	1	30	1	75 80	1	850	
P Scription	\$400.00	SSS Forecast	\$13.500	19%	\$14.625	19%	\$12.375	19%	\$13.500	19%		4% \$13.50			17%	\$13.500	21%	\$3.375	6%	\$13.500	19%	\$5.625	10%	\$16.875	22%	\$147.375	
st	\$225.00	Actual	\$12,375	18%	\$18,000	23%	\$18,000	28%	\$16,875	24%		6% \$18,00			30%	\$18,000	28%	\$11.250	1996	\$18,000	25%	\$6,750	12%	\$18,000	23%	\$191,250	
t#	\$225.00	Units Forecast	60	10/6	65	23/6	\$10,000	20/8	60	2470	60	- \$10,0C		- 35	30/8	45	20/6	60	15/0	60	20/6	40	12/0	60	23/0	660	-
scription	Product 5	Actual	80	1	80	1	80		75		80		1	- 25]	80		100]	20		55		80		835	
P	\$500.00	SSS Forecast	\$17.700	25%	\$19.175	25%	\$16.225	25%	\$17,700	25%	\$17.700 2	5% \$17.70	25		17%	\$13,275	21%	\$17,700	30%	\$17,700	24%	\$11,800	21%	\$17,700	23%	\$194,700	
st	\$295.00	Actual	\$23,600	34%	\$23.600	3196	\$23,600	36%	\$22,125	3196		4% \$23.60			12%	\$23,600	37%	\$29.500	50%	\$5,900	896	\$16,225	28%	\$23,600	30%	\$246,325	
rt#	6	Units Forecast	60		65	-	55		60		60	- 6)	- 60		60		60	-	60	-	60		60		720	_
escription	Product 6	Actual	80		80	-	80	-	75	-	80	- 8		- 80	-	80	-	80		80	-	80		80		955	
P	\$600.00	\$\$\$ Forecast	\$18,900	27%	\$20,475	27%	\$17,325	27%	\$18,900	27%		7% \$18,90			31%	\$18,900	30%	\$18,900	32%	\$18,900	26%	\$18,900	33%	\$18,900	24%	\$226,800	
st	\$315.00	Actual	\$25,200	36%	\$25,200	33%	\$25,200	39%	\$23,625	33%	\$25,200 3	6% \$25,20	36	\$25,200	42%	\$25,200	39%	\$25,200	43%	\$25,200	35%	\$25,200	44%	\$25,200	32%	\$300,825	
		Units Forecast	330	-	390	-	330	-	360	-	350	- 36)	- 320	-	325	-	305	-	375	-	305	-	405	-	4,155	
		Actual	455	-	480	-	480	-	450	-	420	- 46		- 425	-	510	-	505	-	375	-	420	-	535	-	5,515	
		\$\$\$ Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	- \$70,80		- \$60,050	-	\$63,875	-	\$58,925	-	\$72,675	-	\$57,025	-	\$77,925	-	\$812,925	
TOTALS		Actual	\$88,775	128%	\$94,400	123%	\$94,400	145%	\$88,500	125%	\$87,800 12			\$78,175	130%	\$98,350	154%	\$96,325	163%	\$70,775	97%	\$80,000	140%	\$100,075	128%	\$1,069,125	
				Q1 Totals	Uni	its Forecast	1050		(Q2 Totals	Units Fores				Q3 Totals	Units	Forecast	950			Q4 Totals	Un	its Forecast	1085			
				L		Actual	1415			L	Act				<u> </u>		Actual	1440			_		Actual	1330			
					\$5	SS Forecast	\$211,050				SSS Fores					SSS	Forecast	\$182,850				S:	\$\$ Forecast	\$207,625			
						Actual	\$277,575	132%			Act						Actual	\$272,850	149%				Actual	\$250,850	121%		
		amulative Total Sales	\$88,775		\$183,175		\$277,575		\$366,075		\$453,875	\$545,42		\$623,600		\$721,950		\$818,275		\$889,050		\$969,050		\$1,069,125			
		al Forecast Achieved	11%		23%		34%		45%		56%	67		77%		89%		101%		109%		119%		132%			
	On or B	elow Quota for Year:	(On Quota)		(On Quota)		(On Quota)		(On Ouota)		(On Ouota)	(On Ouo		(On Quota)		(On Ouota)		(On Ouota)		(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	Sale	s Manager Name																										
Commission Rate:		10.00%																										
			January	% Forecast	February	% Forecast	March 9	6 Forecast	April	% Forecast	May	% Forecast	June 3	% Forecast	July	% Forecast	August %	Forecast	September % Fox	recast	October	% Forecast	November %	Forecast	December %	Forecast	Year Total %	% Forecast
Part #	1	Units Forecast	150	-	325	-	275	-	300	-	300		300	-	300	-	300	-	300	-	300	-	300	-	300	-	3,450	
Description	Product 1	Actual	350	-	400	-	400	-	375	-	250	-	375	-	400	-	450	-	500	-	325	-	300	-	475	-	4,600	
SRP	\$100.00	\$\$\$ Forecast	\$6,750	2%	\$14,625	4%	\$12,375	4%	\$13,500	4%	\$13,500	496	\$13,500	4%	\$13,500	5%	\$13,500	4%	\$13,500	5%	\$13,500	496	\$13,500	5%	\$13,500	496	\$155,250	4%
Cost	\$45.00	Actual	\$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	496	\$13,500	5%	\$21,375	6%	\$207,000	5%
Part #	2	Units Forecast	300	-	325	-	275	-	300	-	300	-	300	-	300	-	200	-	300	-	375	-	300	-	450	-	3,725	
Description	Product 2	Actual	365	-	400	-	400	-	375	-	400		400	-	400	-	400	-	475	-	400	-	500	-	600	-	5,115	
SRP	\$200.00	SSS Forecast	\$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	1196	\$30,095	11%	\$45,080	12%	\$373,415	9%
Cost	\$125.00	Actual	\$45,625	13%	\$50,000	13%	\$50,000	16%	\$46,875	14%	\$50,000	15%	\$50,000	14%	\$50,000	17%	\$50,000	16%	\$59,375	21%	\$50,000	14%	\$62,500	23%	\$75,000	20%	\$639,375	16%
Part #	3	Units Forecast	300	-	325	-	275	-	300	-	175	-	300	-	300	-	300	-	250	-	300	-	300	-	300	-	3,425	
Description	Product 3	Actual	395	-	400	-	400	-	375	-	250	-	325	-	400	-	500	-	400	-	250	-	475	-	400	-	4,570	
SRP	\$300.00	\$\$\$ Forecast	\$52,500	15%	\$56,875	15%	\$48,125	15%	\$52,500	15%	\$30,625	9%	\$52,500	15%	\$52,500	18%	\$52,500	17%	\$43,750	15%	\$52,500	15%	\$52,500	19%	\$52,500	14%	\$599,375	15%
Cost	\$175.00	Actual	\$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%	\$83,125	30%	\$70,000	18%	\$799,750	20%
Part #	4	Units Forecast	300	-	325	-	275	-	300	-	375	-	300	-	225	-	300	-	75	-	300	-	125	-	375	-	3,275	
Description	Product 4	Actual	270	-	400	-	400	-	375		400	-	400	-	400	-	400	-	250	-	400	-	150	-	400	-	4,245	
SRP	\$400.00	SSS Forecast	\$67,500	20%	\$73,125	19%	\$61,875	19%	\$67,500	19%	\$84,375	25%	\$67,500	19%	\$50,625	17%	\$67,500	21%	\$16,875	6%	\$67,500	19%	\$28,125	10%	\$84,375	22%	\$736,875	19%
Cost	\$225.00	Actual	\$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%	\$33,750	12%	\$90,000	24%	\$955,125	24%
Part #	5	Units Forecast	300	-	325	-	275	-	300		300		300	-	175	-	225	-	300	-	300	-	200	-	300	-	3,300	
Description	Product 5	Actual	345		400	-	400	-	375	-	400		400	-	125	-	400	-	500	-	100	-	275	-	400	-	4,120	
SRP	\$500.00	SSS Forecast	\$88,500	26%	\$95,875	26%	\$81,125	26%	\$88,500	26%	\$88,500	26%	\$88,500	26%	\$51,625	18%	\$66,375	21%		31%	\$88,500	25%	\$59,000	21%	\$88,500	23%	\$973,500	25%
Cost	\$295.00	Actual	\$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%	\$81,125	29%	\$118,000	31%	\$1,215,400	31%
Part #	6	Units Forecast	300	-	325	-	275	-	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	-	4,765	
SRP	\$600.00	SSS Forecast	\$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	33%	\$94,500	27%	\$94,500	34%	\$94.500	25%	\$1,134,000	29%
Cost	\$315.00	Actual	\$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%	\$126,000	45%	\$126,000	33%	\$1,500,975	38%
TOTAL:		Units Forecast	1.650	-	1.950	-	1.650	-	1.800	-	1,750		1.800	-	1.600	-	1.625	-	1,525	-	1.875	-	1.525	-	2.025	-	20,775	
		Actual	2.115		2.400	-	2.400	-	2.250	-	2.100		2.300	-	2.125	-	2.550	-	2.525	-	1.875	-	2.100	-	2.675	-	27,415	
		SSS Forecast	\$339.830		\$375,455	-	\$317.705	-	\$346.575	-	\$341.550		\$346.565	-	\$292.830	-	\$314,475	-	\$287.205	-	\$354.050	-	\$277.720	-	\$378.455	-	\$3,972,415	
		Actual	\$415,875	122%	\$472,000	126%	\$472,000	149%	\$442,500	128%	\$439,000	129%	\$457,750	132%	\$390,875	133%	\$491,750	156%	\$481,625	168%	\$353,875	100%	\$400,000	144%	\$500,375	132%	\$5,317,625	
	-			O1 Totals	Uni	its Forecast	5250			Q2 Totals	U	nits Forecast	5350			O3 Totals	Units	Forecast	4750	-		O4 Totals	Units	s Forecast	5425			
				,		Actual	6915					Actual	6650					Actual	7200					Actual	6650			
				ı	22	SS Forecast	\$1,032,990			1	5	SSS Forecast	\$1.034.690			T I	222	Forecast	\$894.510				222	Forecast	\$1,010,225			
						Actual	\$1,359,875	132%				Actual	\$1,339,250	129%				Actual	\$1,364,250	153%				Actual	\$1,254,250	124%		
	Ct	mulative 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		\$4,817,250		\$5,317,625			
	% of Annu	al Forecast Achieved	10%		22%		34%		45%		56%		68%		78%		90%		102%		111%		121%		134%			
	On or B	clow Ouota for Year:	(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)		(On Ouota)			
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Sales Manager:	Sa	les 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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