

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:		Salesperson A		Product Summary Forecast																								
Commission Rate:	\$ 00%	January	% Fcr	February	% Fcr	March	% Fcr	April	% Fcr	May	% Fcr	June	% Fcr	July	% Fcr	August	% Fcr	September	% Fcr	October	% Fcr	November	% Fcr	December	% Fcr	Year Total	% Fcr	
Part #	Product 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	60	690
Description	Product 1	Actual	30	80	80	75	80	75	80	80	75	80	80	80	90	100	100	100	65	65	60	60	95	95	95	95	880	
SRP		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		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 #	Product 2	Units Forecast	60	65	55	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	746
Description	Product 2	Actual	45	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	95	80	100	100	120	120	120	120	995	
SRP		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		Actual	\$5,625	8%	\$10,000	13%	\$10,000	13%	\$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%	\$124,375	15%
Part #	Product 3	Units Forecast	60	65	55	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	685
Description	Product 3	Actual	75	80	80	75	80	75	80	80	80	80	80	80	100	100	100	100	80	80	95	95	80	80	80	80	910	
SRP		SSS Forecast	\$300.00	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		Actual	\$175.00	15%	\$14,000	18%	\$14,000	22%	\$13,125	19%	\$8,750	13%	\$11,375	16%	\$14,000	23%	\$17,500	22%	\$14,000	24%	\$8,750	12%	\$16,625	28%	\$14,000	16%	\$159,250	20%
Part #	Product 4	Units Forecast	60	65	55	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	655
Description	Product 4	Actual	50	80	80	75	80	75	80	80	80	80	80	80	80	80	80	80	50	80	80	30	80	80	80	80	845	
SRP		SSS Forecast	\$400.00	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		Actual	\$225.00	16%	\$18,000	23%	\$18,000	28%	\$16,875	24%	\$16,000	26%	\$18,000	25%	\$18,000	30%	\$18,000	28%	\$11,250	19%	\$18,000	25%	\$6,750	12%	\$18,000	23%	\$190,125	23%
Part #	Product 5	Units Forecast	60	65	55	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	660
Description	Product 5	Actual	25	80	80	75	80	80	80	80	80	80	80	80	25	80	100	100	20	20	55	80	80	80	80	80	780	
SRP		SSS Forecast	\$500.00	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		Actual	\$295.00	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 #	Product 6	Units Forecast	60	65	55	60	60	60	60	60	60	60	60	60	60	60	60	60	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	80	80	80	80	80	80	80	80	80	80	80	80	80	945
SRP		SSS Forecast	\$600.00	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		Actual	\$315.00	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	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	4,155
		Actual	295	480	480	450	420	460	420	460	420	460	420	510	510	510	510	510	505	420	375	420	535	535	535	535	5,385	
		SSS Forecast	\$69,450	88%	\$76,700	123%	\$64,900	80%	\$70,800	86%	\$69,800	86%	\$70,800	86%	\$69,050	85%	\$63,875	85%	\$58,325	14%	\$72,875	106%	\$57,025	116%	\$77,925	106%	\$812,925	121%
		Actual	\$60,775	88%	\$94,400	123%	\$84,400	145%	\$88,500	126%	\$87,800	126%	\$91,550	129%	\$78,175	130%	\$98,350	154%	\$96,325	163%	\$70,775	97%	\$80,000	140%	\$110,075	128%	\$1,041,125	128%
		Q1 Totals		Units Forecast	1050	1255	1050	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130
		Actual		1060	1255	1060	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	1130	
		SSS Forecast		\$211,050	\$249,575	\$211,050	\$221,400	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050	\$211,050
		Actual		\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	\$249,575	
		Cumulative Total Sales	\$60,775	\$155,175	\$249,575	\$338,075	\$425,875	\$517,425	\$595,600	\$693,950	\$790,275	\$881,050	\$941,050	\$1,041,125	\$1,141,125	\$1,241,125	\$1,341,125	\$1,441,125	\$1,541,125	\$1,641,125	\$1,741,125	\$1,841,125	\$1,941,125	\$2,041,125	\$2,141,125	\$2,241,125	\$2,341,125	\$2,441,125
		% of Annual Forecast Achieved	7%	19%	31%	42%	52%	64%	73%	85%	97%	106%	116%	126%	136%	146%	156%	166%	176%	186%	196%	206%	216%	226%	236%	246%		
		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)	(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 B		Product Summary Forecast																									
Commission Rate:		J. 7.5%		January	% Fcst	February	% Fcst	March	% Fcst	April	% Fcst	May	% Fcst	June	% Fcst	July	% Fcst	August	% Fcst	September	% Fcst	October	% Fcst	November	% Fcst	December	% Fcst	Year Total	% Fcst
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	4%	\$2,700	5%	\$2,700	5%	\$2,700	5%	\$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	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	745	-	
Description	Product 2	Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	100	-	1,030	-	
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	\$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	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	685	-	
Description	Product 3	Actual	80	-	80	-	80	-	75	-	50	-	65	-	80	-	100	-	60	-	50	-	60	-	95	-	915	-	
SRP	\$300.00	SSS Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$10,500	15%	\$10,500	15%	\$10,500	17%	\$10,500	16%	\$8,750	15%	\$10,500	14%	\$10,500	16%	\$10,500	18%	\$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	25%	\$14,000	18%	\$160,125	20%	
Part #	4	Units Forecast	60	-	65	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	655	-	
Description	Product 4	Actual	55	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	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%	\$16,125	17%	\$13,500	21%	\$3,375	6%	\$13,500	19%	\$5,625	10%	\$16,875	22%	\$147,375	19%	
Cost	\$225.00	Actual	\$12,375	18%	\$18,000	23%	\$18,000	28%	\$18,875	24%	\$18,000	28%	\$18,000	28%	\$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	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	660	-	
Description	Product 5	Actual	80	-	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	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%	\$17,700	29%	\$10,325	17%	\$13,275	21%	\$17,700	30%	\$11,700	24%	\$11,800	21%	\$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%	\$23,600	37%	\$23,600	37%	\$29,500	50%	\$5,900	8%	\$16,225	28%	\$23,600	30%	\$246,325	30%	
Part #	6	Units Forecast	60	-	65	-	60	-	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%	\$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	34%	\$226,800	28%	
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	39%	\$25,200	43%	\$25,200	35%	\$25,200	38%	\$25,200	42%	\$300,825	37%	
TOTALS		Units Forecast	330	-	390	-	330	-	360	-	350	-	350	-	320	-	325	-	305	-	305	-	305	-	405	-	4,155	-	
		Actual	455	-	480	-	480	-	450	-	420	-	460	-	510	-	505	-	505	-	425	-	375	-	535	-	5,515	-	
		SSS Forecast	\$69,450	-	\$76,700	-	\$64,900	-	\$70,800	-	\$69,800	-	\$70,800	-	\$60,050	-	\$63,875	-	\$58,925	-	\$58,925	-	\$57,025	-	\$77,925	-	\$812,925	-	
		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%	\$80,000	140%	\$100,075	128%	\$1,069,125	128%	
		Units Forecast	1050	-	1050	-	1050	-	1050	-	1050	-	1050	-	1050	-	1050	-	1050	-	1050	-	1050	-	1050	-	1085	-	
		Actual	1415	-	1415	-	1415	-	1330	-	1330	-	1330	-	1440	-	1440	-	1440	-	1440	-	1440	-	1330	-	1330	-	
		SSS Forecast	\$211,050	-	\$211,050	-	\$211,050	-	\$211,400	-	\$211,400	-	\$211,400	-	\$211,400	-	\$211,400	-	\$182,850	-	\$182,850	-	\$182,850	-	\$207,625	-	\$207,625	-	
		Actual	\$277,575	132%	\$277,575	132%	\$277,575	132%	\$267,850	127%	\$267,850	127%	\$267,850	127%	\$272,850	149%	\$272,850	149%	\$272,850	149%	\$272,850	149%	\$272,850	149%	\$272,850	149%	\$250,850	121%	
		Cumulative Total Sales	\$88,775	-	\$183,175	-	\$277,575	-	\$366,075	-	\$453,875	-	\$545,425	-	\$623,600	-	\$721,950	-	\$818,275	-	\$899,050	-	\$999,050	-	\$1,069,125	-		-	
		% of Annual Forecast Achieved	23%	-	47%	-	84%	-	104%	-	127%	-	156%	-	177%	-	189%	-	201%	-	210%	-	219%	-	232%	-		-	
		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)	-		-	

Salesperson:		Salesperson C		Product Summary Forecast																									
Commission Rate:		J. 7.5%		January	% Fcst	February	% Fcst	March	% Fcst	April	% Fcst	May	% Fcst	June	% Fcst	July	% Fcst	August	% Fcst	September	% Fcst	October	% Fcst	November	% Fcst	December	% Fcst	Year Total	% Fcst
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	4%	\$2,700	5%	\$2,700	5%	\$2,700	5%	\$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	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	745	-	
Description	Product 2	Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	100	-	1,030	-	
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	\$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	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	685	-	
Description	Product 3	Actual	80	-	80	-	80	-	75	-	50	-	65	-	80	-	100	-	60	-	50	-	60	-	95	-	915	-	
SRP	\$300.00	SSS Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$10,500	15%	\$10,500	15%	\$10,500	17%	\$10,500	16%	\$8,750	15%	\$10,500	14%	\$10,500	16%	\$10,500	18%	\$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%	\$1														

Salesperson		Salesperson ID		Product Summary Forecast																								
Commission Rate		January	% Fcr	February	% Fcr	March	% Fcr	April	% Fcr	May	% Fcr	June	% Fcr	July	% Fcr	August	% Fcr	September	% Fcr	October	% Fcr	November	% Fcr	December	% Fcr	Year Total	% Fcr	
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	690		
Description	Product 1	Actual	80	80	80	80	75	50	75	50	75	80	80	80	90	100	100	100	100	65	60	60	95	95	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	4%	\$2,700	4%	\$2,700	5%	\$2,700	3%	\$31,050	4%
Cost	\$45.00	Actual	\$3,600	5%	\$3,600	5%	\$3,600	5%	\$3,375	5%	\$2,250	5%	\$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	85	85	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	745	
Description	Product 2	Actual	80	80	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	1,030	
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	\$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	60	35	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	685	
Description	Product 3	Actual	80	80	80	80	75	50	65	80	65	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	915	
SRP	\$300.00	SSS Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$8,125	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	\$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%	\$18,625	29%	\$14,000	18%	\$160,125	20%
Part #	4	Units Forecast	60	65	55	60	60	75	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	655	
Description	Product 4	Actual	65	80	80	75	80	80	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	80	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%	\$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	28%	\$16,875	24%	\$18,000	25%	\$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	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	60	660	
Description	Product 5	Actual	80	80	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	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%	\$17,700	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	38%	\$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	60	60	60	60	60	60	60	60	60	60	60	60	720	
Description	Product 6	Actual	80	80	80	80	75	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	80	955	
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	43%	\$18,900	26%	\$18,900	33%	\$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%	\$25,200	44%	\$25,200	32%	\$300,825	37%
TOTALS		Units Forecast	330	390	330	360	350	350	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	360	4,165	
		Actual	455	480	480	450	450	420	450	420	450	460	425	460	510	505	505	505	505	375	375	420	420	420	420	535	5,816	
		SSS Forecast	\$69,450	7%	\$76,700	7%	\$64,900	7%	\$70,800	7%	\$69,800	7%	\$70,800	7%	\$60,050	7%	\$63,875	7%	\$58,925	7%	\$72,675	7%	\$57,025	7%	\$77,925	7%	\$812,925	7%
		Actual	\$89,775	128%	\$94,400	123%	\$84,400	145%	\$88,500	125%	\$87,800	126%	\$91,550	129%	\$78,175	130%	\$98,350	154%	\$96,325	163%	\$70,775	87%	\$80,000	140%	\$100,075	128%	\$1,069,125	128%
		Q1 Totals		Units Forecast	1050		Q2 Totals	Units Forecast	1070		Q3 Totals	Units Forecast	950		Q4 Totals	Units Forecast	1085											
		Actual		1415		Actual		1330		Actual		1440		Actual		1330												
		SSS Forecast		\$211,050		SSS Forecast		\$211,400		SSS Forecast		\$182,850		SSS Forecast		\$207,625												
		Actual		\$277,575	132%	Actual		\$267,850	127%	Actual		\$272,850	149%	Actual		\$250,850	121%											
		Cumulative Total Sales	\$89,775		\$183,175		\$277,575		\$366,075		\$453,875		\$545,425		\$623,600		\$721,950		\$818,275		\$888,050		\$969,050		\$1,069,125			
		% of Annual Forecast Achieved	71%	23%	34%	45%	56%	67%	77%	89%	101%	109%	119%	132%	149%	154%	163%	173%	183%	193%	203%	213%	223%	233%	243%			
		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)		

Salesperson:		Salesperson F		Product Summary Forecast																												
Commission Rate:	7.50%	January	% Fcst	February	% Fcst	March	% Fcst	April	% Fcst	May	% Fcst	June	% Fcst	July	% Fcst	August	% Fcst	September	% Fcst	October	% Fcst	November	% Fcst	December	% Fcst	Year Total	% Fcst					
Part # Description SRP Cost	Product 1	Units Forecast	30	-	65	-	55	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	680	-		
		Actual	80	-	80	-	80	-	75	-	50	-	75	-	80	-	90	-	100	-	65	-	60	-	95	-	60	-	95	-	930	-
		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	4%	\$2,700	5%	\$2,700	5%	\$2,700	3%	\$31,050	4%	\$41,850	5%
Part # Description SRP Cost	Product 2	Units Forecast	60	-	65	-	60	-	60	-	60	-	60	-	60	-	40	-	60	-	60	-	60	-	60	-	60	-	90	-	745	-
		Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	100	-	100	-	120	-	1030	-		
		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%	\$11,250	14%	\$93,125	11%	\$128,750	16%
Part # Description SRP Cost	Product 3	Units Forecast	60	-	65	-	55	-	60	-	35	-	60	-	60	-	60	-	50	-	60	-	60	-	60	-	60	-	60	-	685	-
		Actual	80	-	80	-	80	-	75	-	50	-	65	-	80	-	100	-	80	-	60	-	60	-	95	-	80	-	95	-	915	-
		SSS Forecast	\$10,500	15%	\$11,375	15%	\$9,625	15%	\$10,500	15%	\$8,125	9%	\$10,500	15%	\$10,500	17%	\$10,500	16%	\$8,750	15%	\$10,500	14%	\$10,500	16%	\$10,500	13%	\$10,500	13%	\$119,875	15%	\$175,000	20%
Part # Description SRP Cost	Product 4	Units Forecast	60	-	65	-	55	-	60	-	75	-	60	-	45	-	60	-	15	-	60	-	25	-	75	-	60	-	655	-		
		Actual	55	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	50	-	80	-	30	-	80	-	80	-	80	-	850	-
		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%	\$16,875	22%	\$147,375	18%	\$225,000	24%
Part # Description SRP Cost	Product 5	Units Forecast	60	-	65	-	60	-	60	-	60	-	60	-	35	-	45	-	60	-	60	-	40	-	60	-	60	-	660	-		
		Actual	80	-	80	-	80	-	75	-	80	-	80	-	25	-	80	-	80	-	100	-	20	-	55	-	80	-	835	-		
		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%	\$17,700	23%	\$194,700	24%	\$295,000	30%
Part # Description SRP Cost	Product 6	Units Forecast	60	-	65	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	60	-	720	-		
		Actual	80	-	80	-	80	-	75	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	80	-	955	-
		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%	\$18,900	33%	\$18,900	24%	\$226,800	28%	\$315,000	37%
TOTALS	Units Forecast	330	-	390	-	330	-	360	-	350	-	360	-	320	-	325	-	305	-	375	-	305	-	405	-	405	-	4,195	-			
	Actual	455	-	480	-	480	-	450	-	420	-	460	-	425	-	510	-	505	-	505	-	375	-	420	-	535	-	5,515	-			
	SSS Forecast	\$69,450	128%	\$76,700	123%	\$64,900	145%	\$70,800	125%	\$69,800	126%	\$70,800	125%	\$60,050	130%	\$63,875	154%	\$58,925	149%	\$58,925	149%	\$72,675	163%	\$57,025	149%	\$77,925	128%	\$1,069,125	132%	\$1,609,125	132%	
Q1 Totals		Units Forecast		1050		Q2 Totals		Units Forecast		1070		Q3 Totals		Units Forecast		950		Q4 Totals		Units Forecast		1085										
		Actual		1415				Actual		1330				Actual		1440				Actual		1330										
		SSS Forecast		\$21,050				SSS Forecast		\$21,400				SSS Forecast		\$18,250				SSS Forecast		\$207,925										
		Actual		\$277,575		132%				\$267,850		127%				\$272,850		149%				\$250,850		121%								
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								
% of Annual Forecast Achieved		23%		45%		67%		89%		101%		113%		125%		138%		151%		163%		175%		187%		199%		211%				
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)				

