

Company Confidential

Company Name

Sales Forecast

Opportunity Name	Sales Agent	Sales Region	Sales Category
Adatum Corporation	Sales Agent 1	US - Northeast	Consulting
Adventure Works	Sales Agent 2	US - Southeast	Products
Alpine Ski House	Sales Agent 3	US - North Central	Training
Baldwin Museum of Science	Sales Agent 4	US - South Central	Mixture
Blue Yonder Airlines	Sales Agent 5	US - Northwest	Prof. Services
City Power & Light	Sales Agent 1	US - Southwest	Support
Coho Vineyard	Sales Agent 3	Canada - East	Mixture
Coho Winery	Sales Agent 5	Canada - West	Training
Contoso, Ltd.	Sales Agent 3	EMEA - France	Mixture
Contoso Pharmaceuticals	Sales Agent 4	EMEA - Germany	Products
Consolidated Messenger	Sales Agent 5	EMEA - Italy	Products
Fabrikam, Inc.	Sales Agent 4	EMEA - Other	Consulting
Fourth Coffee	Sales Agent 3	APSA - Asia	Training
Graphic Design Institute	Sales Agent 2	APSA - Pacific	Services
Humongous Insurance	Sales Agent 1	APSA - Mexico	Support
Litware, Inc.	Sales Agent 2	APSA - Australia	Prof. Services
Lucerne Publishing	Sales Agent 5	APSA - Other	Services
Margie's Travel	Sales Agent 4	US - Northeast	Support
Northwind Traders	Sales Agent 3	US - South Central	Prof. Services
Proseware, Inc.	Sales Agent 4	Canada - East	Mixture
School of Fine Art	Sales Agent 3	EMEA - France	Services
Southridge Video	Sales Agent 5	EMEA - UK	Mixture
Tailspin Toys	Sales Agent 1	APSA - Australia	Products



Forecast Amount	Sales Phase	Probability of Sale	Forecast Close
\$ 150,000.00	Formal Approval	90%	January 2023
\$ 145,200.00	Opportunity	10%	February 2023
\$ 162,500.00	Identified Need	20%	March 2023
\$ 147,500.00	Sponsorship	30%	April 2023
\$ 148,000.00	Budget Validated	40%	May 2023
\$ 175,000.00	Needs Analysis	50%	June 2023
\$ 149,000.00	Solution Proposed	60%	July 2023
\$ 142,000.00	Written Proposal	70%	August 2023
\$ 172,500.00	Verbal Approval	90%	October 2023
\$ 163,500.00	Sponsorship	20%	November 2023
\$ 155,500.00	Formal Approval	100%	December 2023
\$ 166,000.00	Opportunity	10%	January 2023
\$ 180,000.00	Budget Validated	30%	March 2023
\$ 140,000.00	Solution Proposed	60%	May 2023
\$ 155,000.00	Sponsorship	30%	June 2023
\$ 173,200.00	Needs Analysis	50%	October 2023
\$ 146,500.00	Solution Proposed	60%	December 2023
\$ 156,750.00	Written Proposal	70%	November 2023
\$ 162,000.00	Verbal Approval	90%	February 2023
\$ 157,000.00	Formal Approval	100%	March 2023
\$ 173,000.00	Budget Validated	40%	April 2023
\$ 171,000.00	Needs Analysis	50%	August 2023
\$ 168,000.00	Solution Proposed	60%	September 2023



Weighted Forecast	
\$	135,000.00
\$	14,520.00
\$	32,500.00
\$	44,250.00
\$	59,200.00
\$	87,500.00
\$	89,400.00
\$	99,400.00
\$	155,250.00
\$	32,700.00
\$	155,500.00
\$	16,600.00
\$	54,000.00
\$	84,000.00
\$	46,500.00
\$	86,600.00
\$	87,900.00
\$	109,725.00
\$	145,800.00
\$	157,000.00
\$	69,200.00
\$	85,500.00
\$	100,800.00