

What is your sales goal for this year? \_\_\_\_\_

	LAST YEAR'S SALES	PROJECTION/GOAL	TY ACTUAL SALES	% INCR/DECR	% ANNUAL INCOME
<b>1ST QUARTER</b>					
<b>JANUARY</b>					
<b>FEBRUARY</b>					
<b>MARCH</b>					
<b>2ND QUARTER</b>					
<b>APRIL</b>					
<b>MAY</b>					
<b>JUNE</b>					
<b>3RD QUARTER</b>					
<b>JULY</b>					
<b>AUGUST</b>					
<b>SEPTEMBER</b>					
<b>4TH QUARTER</b>					
<b>OCTOBER</b>					
<b>NOVEMBER</b>					
<b>DECEMBER</b>					
<b>ANNUAL SALES</b>					

TOP 3 REVENUE STREAMS	GROSS INCOME	% OF BUSINESS	EXCITEMENT

Evaluate your current sales in relation to last year's sales at this same time of year. If there was an increase, what specific actions did you take to improve? If sales are flat, have you done anything differently? If sales have decreased, list the reasons why and write what you plan on doing to make up for it.