

[Jan](#)   [Feb](#)   [Mar](#)   [Apr](#)   [May](#)   [Jun](#)   [Jul](#)   [Aug](#)   [Sep](#)   [Oct](#)   [Nov](#)   [Dec](#)

Yearly Goal: **\$1,200,000**   Avg. Ticket: **\$9,000**   Close Ratio: **12%**   Selling Days / Mo: **22**   Sits / Day: **3**

Sales Person: **RSP's Name**

[Partial Year Sales Calculator](#)

[Budget Charts](#)   [Budget Sheet](#)



Avg. Close Ratio	12%		
Sales Goals:	\$60,000	Adj. Goals:	\$60,000
Avg. Sale	\$ 9,000.00		

**Jan-08**

	# Days	Sits Needed	Budgeted Sales	Actual Sits	Closed Jobs	Actual Sales	\$ Wkly Var + / -	MTD \$ Var	Close Ratio	Avg Sale
Week 1	4	10	\$ 10,909.00	7	2	\$9,000	\$ (1,909.00)	\$ (1,909.00)	29%	\$ 4,500.00
Week 2	5	13	\$ 13,636.00	11	3	\$10,000	\$ (3,636.00)	\$ (5,545.00)	27%	\$ 3,333.33
Week 3	5	13	\$ 13,636.00	5	0			\$ -	0%	\$ -
Week 4	5	13	\$ 13,636.00	8	1	\$12,000	\$ (1,636.00)	\$ (1,636.00)	13%	\$ 12,000.00
Week 5	3	8	\$ 8,182.00	6	3	\$11,000	\$ 2,818.00	\$ 1,182.00	50%	\$ 3,666.67
<b>Total:</b>	<b>22</b>	<b>56</b>	<b>\$ 60,000.00</b>	<b>37</b>	<b>9</b>	<b>\$ 42,000.00</b>		<b>\$ (18,000.00)</b>	<b>24%</b>	<b>\$ 4,666.67</b>

Avg. Close Ratio	12%		
Sales Goals:	\$60,000	Adj. Goals:	\$78,000
Avg. Sale	\$ 9,000.00		

[Budget Charts](#)   [Budget Sheet](#)



**Feb-08**

	# Days	Sits Needed	Budgeted Sales	Actual Sits	Closed Jobs	Actual Sales	\$ Wkly Var + / -	MTD \$ Var	Close Ratio	Avg Sale
Week 1	1	3	\$ 2,857.00	0					0%	\$ -
Week 2	5	17	\$ 14,286.00	7	4	\$28,900	\$ 14,614.00	\$ 14,614.00	57%	\$ 7,225.00
Week 3	5	17	\$ 14,286.00	12	2	\$8,900	\$ (5,386.00)	\$ 9,228.00	17%	\$ 4,450.00
Week 4	5	17	\$ 14,286.00	9	3	\$15,000	\$ 714.00	\$ 9,942.00	33%	\$ 5,000.00
Week 5	5	17	\$ 14,286.00	18	7	\$37,000	\$ 22,714.00	\$ 32,656.00	39%	\$ 5,285.71
<b>Total:</b>	<b>21</b>	<b>72</b>	<b>\$ 60,000.00</b>	<b>46</b>	<b>16</b>	<b>\$ 89,800.00</b>		<b>\$ 29,800.00</b>	<b>35%</b>	<b>\$ 5,612.50</b>

Yearly Goal:  Avg. Ticket:  Close Ratio:  Selling Days / Mo:  Sits / Day:

Yearly Goal: **\$1,200,000**

Selling Days / Mo: **22**

Close Ratio: **25%**

RSP: **RSP's Name**

Sits / Day: **3**

Avg Ticket: **\$9,000**

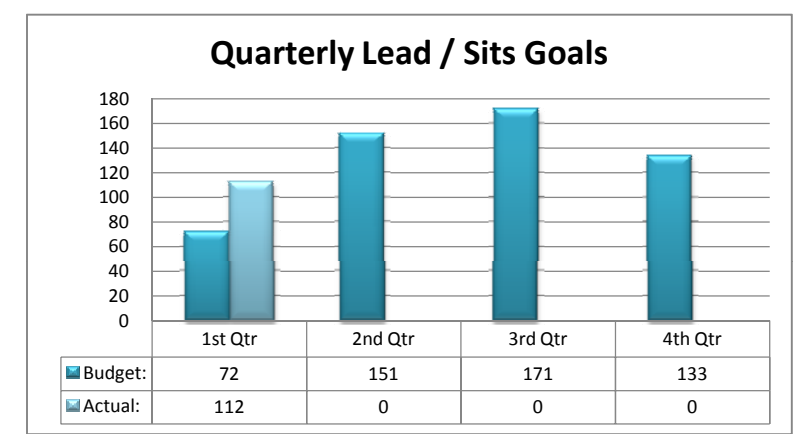
**Monthly Budget Tool**

Show Bal of Sale  
Hide Bal of Sale

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
<b>Actual Sales:</b>	\$54,000	\$89,800	\$33,690									
<b>Actual Sits:</b>	37	46	29									
<b>Closed Jobs:</b>	9	16	5									
<b>Sales Budget:</b>	\$60,000	\$60,000	\$60,000	\$96,000	\$108,000	\$132,000	\$156,000	\$132,000	\$96,000	\$120,000	\$96,000	\$84,000
<b>Adjusted Budget:</b>	\$60,000	\$66,000	\$36,200	\$98,510								
<b>Sits Budgeted:</b>	27	29	16	44	48	59	69	59	43	53	43	37
<b>Adjusted Sits:</b>	37	46	29									
<b>Sits Available:</b>	66	66	66	66	66	66	66	66	66	66	66	66
<b>Sit Capacity:</b>							Review					
<b>Jobs:</b>	7	8	5	11	12	15	18	15	11	14	11	10

<b>Sales</b>					
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total:
<b>Budget:</b>	\$180,000	\$336,000	\$384,000	\$300,000	\$1,200,000
<b>Actual:</b>	\$177,490				\$177,490
<b>Variance:</b>	99%				15%

<b>Leads / Sits</b>					
	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr	Total:
<b>Budget:</b>	72	151	171	133	527
<b>Actual:</b>	112				112
<b>Variance:</b>	156%				21%

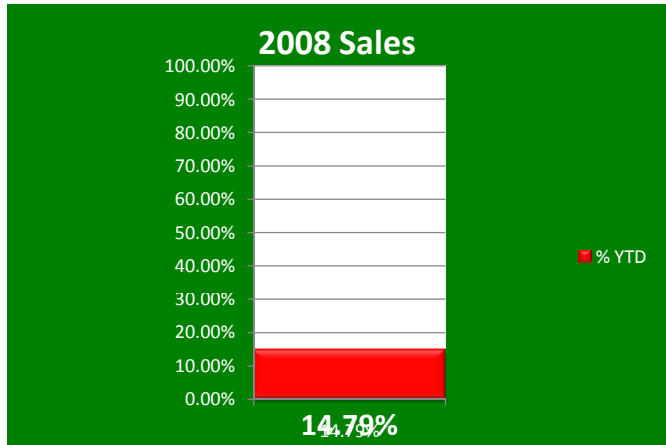


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 24 Blanchard Rd, Burlington  
 (800) 221-8999

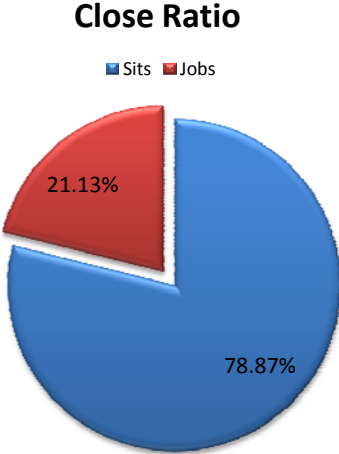


Monthly Budget Tool
Budget Sheet

Month	Sales
Jan	\$54,000
Feb	\$89,800
Mar	\$33,690
Apr	
May	
Jun	
Jul	
Aug	
Sep	
Oct	
Nov	
Dec	
<b>Goal:</b>	<b>\$1,200,000</b>
<b>Total:</b>	<b>\$ 177,490.00</b>
<b>% YTD</b>	<b>14.79%</b>



	Sits	Jobs
Jan	37	9
Feb	46	16
Mar	29	5
Apr		
May		
Jun		
Jul		
Aug		
Sep		
Oct		
Nov		
Dec		
<b>Total</b>	<b>112</b>	<b>30</b>



	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
Actual Sales:	\$54,000	\$89,800	\$33,690									
Actual Sits:	37	46	29									
Closed Jobs:	9	16	5									

