

Sales Forecast Template - 1-Yr

	January 2019	February 2019	March 2019	April 2019	May 2019	June 2019	July 2019	August 2019	September 2019	October 2019	November 2019	December 2019	2019 Totals
Units in Pipeline	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	10,000	120,000
Conversion Rate	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%	30%
Units Sold	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	3,000	36,000
Price per unit	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00	\$50.00
Revenue	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$150,000	\$1,800,000

Units in Pipeline Total Number of units in the pipeline. To keep it simple, the assumption here is that there are 10k units in the pipeline each month

Conversion Rate This is the percentage of units in the pipeline that become sales, in this case, 30%. These are the products or units in your deals won.

Units Sold These are the number of units sold, the 30% in actual units. The formula is in the cells in this row (b3*b4).

Price per unit This is the price per unit of the product

Revenue This is the revenue generated from the sale of the product. It's the price multiplied by the number of units sold. The formula is the cells in this row (b5*b6).

Sales Forecast Template - 1-Yr Blank Template

	January 2019	February 2019	March 2019	April 2019	May 2019	June 2019	July 2019	August 2019	September 2019	October 2019	November 2019	December 2019	2019 Totals
Units in Pipeline													
Conversion Rate													
Units Sold													
Price per unit													
Revenue													