

Sales Forecast Template 1-YEAR

	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	2022 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-YEAR BANK TEMPLATE**

	January 2022	February 2022	March 2022	April 2022	May 2022	June 2022	July 2022	August 2022	September 2022	October 2022	November 2022	December 2022	2022 Totals
Units in Pipeline	10,000												10,000
Conversion Rate	30%												
Units Sold	3,000	0	0	0	0	0	0	0	0	0	0	0	3,000
Price per unit	\$50.00												
Revenue	\$150,000	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$150,000