

ONE YEAR FINANCIAL FORECAST

Sales Forecasts - UNITS

1. Enter **MONTH** no.> **1** of the start of your Financial Year to display months at top of columns, e.g. Jan = 1, Feb = 2
2. Next enter the **YEAR** for your forecast - see under 'Total Units' column below.
3. Overwrite '**Product/Service 1**' etc., in first column, with your own description or delete as appropriate.
4. To use **UNITS** to create £ value forecast, enter units with net unit price for each product/service. £ values will be updated on the **£ SALES** sheet next.
5. If you want to use **£ Values** to create your forecast, **complete stages 1, 2 & 3**, then click on **£ SALES tab** below to complete that sheet.

**DO NOT
'CUT & PASTE'
CELLS**

To close sheet & return to main program, click 'x' at top right of screen or click on £ Sales tab below to proceed													Total Units Av. unit price Total Value	
UNIT SALES	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	YEAR 2005	
Conservation Work	Units	1	1	2	2	2	2	2	2	3	3	1	23	
	£ Unit price	£2,500.00	£2,500.00	£2,000.00	£2,500.00	£2,500.00	£2,500.00	£2,500.00	£2,500.00	£2,000.00	£2,000.00	£2,500.00	£2,375.00	
	£ Value	£2,500	£2,500	£4,000	£5,000	£5,000	£5,000	£5,000	£5,000	£6,000	£6,000	£2,500	£53,500	
Doors	Units	4	4	4	4	4	4	5	5	5	4	4	2	
	£ Unit price	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	
	£ Value	£1,000	£1,000	£1,000	£1,000	£1,000	£1,000	£1,250	£1,250	£1,250	£1,000	£1,000	£12,250	
Windows	Units	6	6	6	6	6	8	8	8	8	8	8	8	
	£ Unit price	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	£250.00	
	£ Value	£1,500	£1,500	£1,500	£1,500	£1,500	£2,000	£2,000	£2,000	£2,000	£2,000	£2,000	£21,500	
Other	Units	2	2	2	2	2	3	3	3	3	2	2	29	
	£ Unit price	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00	£500.00	
	£ Value	£1,000	£1,000	£1,000	£1,000	£1,000	£1,500	£1,500	£1,500	£1,500	£1,000	£1,000	£14,500	
Product/Service 5	Units													
	£ Unit price													
	£ Value													
Product/Service 6	Units													
	£ Unit price													
	£ Value													
Product/Service 7	Units													
	£ Unit price													
	£ Value													
Product/Service 8	Units													
	£ Unit price													
	£ Value													
Product/Service 9	Units													
	£ Unit price													
	£ Value													
Product/Service 10	Units													
	£ Unit price													
	£ Value													
TOTAL UNITS Yr 1		13	13	14	14	14	17	18	18	18	18	17	13	187