

Monthly Sales Forecast Worksheet

Annual Plan (Sample)

Month	Product/Service	Unit Forecast	Unit Price	Expected Revenue
January	Product A	120	50	6,000
	Product B	80	75	6,000
February	Product A	130	50	6,500
	Product B	90	75	6,750
March	Product A	140	50	7,000
	Product B	100	75	7,500
Q1 Total		660		39,750

Important Notes:

- Sales forecasts are estimates and should be reviewed regularly against actual sales for accuracy.
- Ensure assumptions for units, pricing, and market conditions are documented and validated.
- Use historical data, seasonal trends, and industry benchmarks when projecting future sales.
- Update the worksheet whenever significant changes occur in product offerings, pricing, or customer demand.
- Accurate forecasts help with budgeting, inventory planning, and resource allocation.