

Regional Sales Estimate Sheet

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1. Projected Sales by Product

Product	Q1 Estimate	Q2 Estimate	Q3 Estimate	Q4 Estimate	Total (Annual)
Product A	120,000	132,000	128,500	140,000	520,500
Product B	80,000	85,000	83,000	90,000	338,000
Product C	50,000	54,000	51,500	60,000	215,500

2. Summary by Sales Team

Sales Team	Team Leader	Estimated Sales
NW Alpha	Mark Stevens	300,000
NW Beta	Linda Ray	240,000
NW Gamma	Monica Puente	200,000

3. Highlights & Remarks

Opportunities	Risks
Launch of new marketing campaign in Q3	Possible supply chain delays in Q2
Expansion into new cities	Competitive pricing pressure

Important Notes:

- Estimates are based on recent sales trends and current market intelligence.
- Figures may be revised as new data becomes available or conditions change.
- This document is used for internal planning and should be reviewed quarterly.
- All projections are subject to approval by regional management.