

# BEFORE YOU START YOUR MONTH

## MONTHLY ACTIVITIES FORECAST

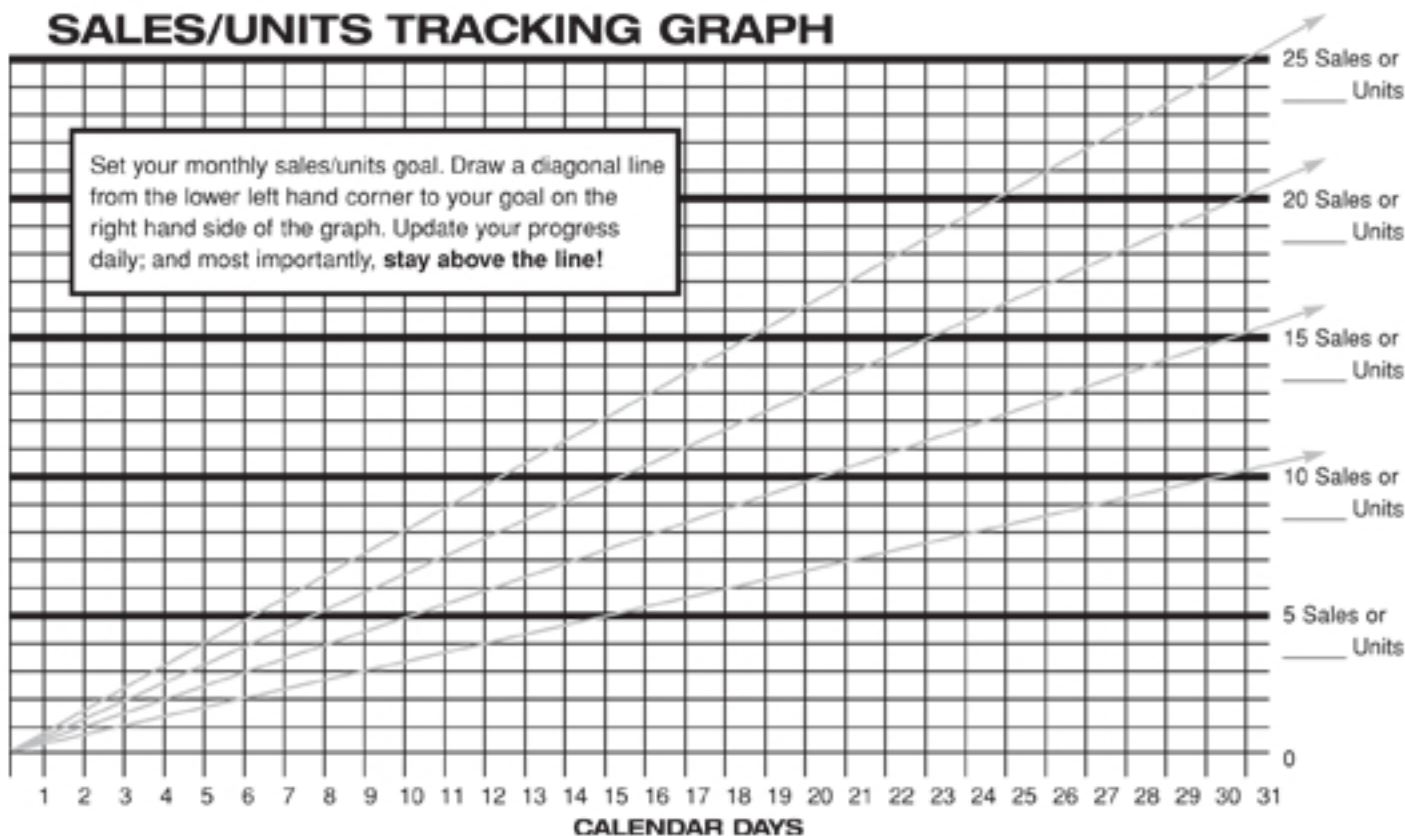
$$\boxed{\$ \quad} \div \boxed{\quad} = \boxed{\quad} \div \boxed{\quad} = \boxed{\quad}$$

Forecast Income (Your Goal)      Income Per Sale Average (from Box 5B on next page)      Number of Sales Needed to Reach Forecast Income      Closing Ratio (from Box 4B on next page)      Prospect Contacts Needed

**Sample:**  $\boxed{\$5000} \div \boxed{280} = \boxed{18} \div \boxed{29\%} = \boxed{62}$

Forecast Income (Your Goal)      Income Per Sale Average (Box 5B Below)      Number of Sales Needed to Reach Forecast Income      Closing Ratio (from Box 4B on next page)      Prospect Contacts Needed

### SALES/UNITS TRACKING GRAPH



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