

Estimating Income: Analysis....

B) Estimating Sales Projections for Our Business

Committee Name: _____

Year 1: Start-Up

Month	1	2	3	4	5	6	7	8	9	10	11	12
A. Name of Months												
B. Average Monthly Sales ¹												
C. Adjusted Monthly Sales ²												

¹ Sales of numbers of products/services, based on responses from resource persons/industry figures.

² Sales of numbers of products/services, taking into account information about peak periods and low periods of sales.

