

Sales forecasting template

Powered by:  The Alliance

Q1

Company name	Deal stage	Deal size	Probability	Forecast	Notes
Alpha Org.	Contacted	115,000	15%	17,250	Follow up
Beta Industries	Buy-in	80,000	35%	28,000	Follow up
Gamma Media	Contract sent	70,000	80%	56,000	Set expected close date
Delta LTD.	Deal won	75,000	100%	75,000	No action needed
		340,000		176,250	

Q2

Company name	Deal stage	Deal size	Probability	Forecast	Notes
Alpha Org.	Contacted	115,000	15%	17,250	Follow up
Beta Industries	Buy-in	80,000	35%	28,000	Follow up
Gamma Media	Contract sent	70,000	80%	56,000	Set expected close date
Delta LTD.	Deal won	75,000	100%	75,000	No action needed
		340,000		176,250	

Q3

Company name	Deal stage	Deal size	Probability	Forecast	Notes
Alpha Org.	Contacted	115,000	15%	17,250	Follow up
Beta Industries	Buy-in	80,000	35%	28,000	Follow up
Gamma Media	Contract sent	70,000	80%	56,000	Set expected close date
Delta LTD.	Deal won	75,000	100%	75,000	No action needed
		340,000		176,250	

Q4

Company name	Deal stage	Deal size	Probability	Forecast	Notes
Alpha Org.	Contacted	115,000	15%	17,250	Follow up
Beta Industries	Buy-in	80,000	35%	28,000	Follow up
Gamma Media	Contract sent	70,000	80%	56,000	Set expected close date
Delta LTD.	Deal won	75,000	100%	75,000	No action needed
		340,000		176,250	

Annual deal size total

1,360,000

705,000

Annual forecast total