

## Monthly Results

Category	Goal/Mo	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Totals	Goal
Sales	\$100,000	\$0	\$0											\$0	\$1,200,000
Variable Co	\$85,000	\$0												\$0	\$1,020,000
Gross Marg	15%	0%												0%	15%
Gross Prof	\$15,000	\$0												\$0	\$180,000
Fixed Costs	\$2,500													\$0	\$30,000
Net Profit	\$12,500													\$0	\$150,000
Leads	10													0	120
Proposals	5													0	60
CR%L/P	50%	0%												0%	50%
Clients	2													0	24
CR% L/C	20%	0%												0%	20%
Avg Client	\$50,000	\$0												\$0	\$50,000
Receivable	\$40,000	\$0												\$0	\$40,000
Sales Forec	\$60,000	\$0	\$0											\$0	\$60,000

These fields are formulas - do not enter values - they will be calculated