	A B C D	E	F	G	H	I	J	K	L	M
5	**Session 4 Financial Projections - Exercise 3 - Sales Forecast**									
6										
7	**Products and Services**	**Assumptions**	**%**		**Month 1**	**Month 2**	**Month 3**	**Month 4**	**Month 5**	**Month 6**
8										
9	**Product/Service A**									
10	**Price Per Unit**	$ -	100.00%							
11	**Variable Cost Per Unit**	$ -	0.00%							
12	**Gross Margin Per Unit**	$ -	0.00%							
13	**Projected Unit Sales**									
14	**Seasonality Factor**				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
15	**Year One**				-	-	-	-	-	-
16	**Year Two Growth**	25.00%			-	-	-	-	-	-
17	**Year Three Growth**	25.00%			-	-	-	-	-	-
18	**Fixed Expense Allocation**	50.00%								
19										
20	**Projected Revenue**	$ -								
21	**Variable Costs**	-								
22	**Gross Margin**	-								
23	**Fixed Expenses**	-								
24	**Profit**	-	0.00%							
25										
26	**Breakeven Sales Revenu**	$ -								
27	**Breakeven Sales Units**	-								
28										
29										
30										
31	**Product/Service B**									
32	**Price Per Unit**	$ -	100.00%							
33	**Variable Cost Per Unit**	$ -	0.00%							
34	**Gross Margin Per Unit**	$ -	0.00%							
35	**Projected Unit Sales**									
36	**Seasonality Factor**				0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
37	**Year One**				-	-	-	-	-	-
38	**Year Two Growth**	10.00%			-	-	-	-	-	-
39	**Year Three Growth**	10.00%			-	-	-	-	-	-
40	**Fixed Expense Allocation**	16.67%								
41										
42	**Projected Revenue**	$ -								
43	**Variable Costs**	-								
44	**Gross Margin**	-								
45	**Fixed Expenses**	-								
46	**Profit**	-	0.00%							
47										
48	**Breakeven Sales Revenu**	$ -								
49	**Breakeven Sales Units**	-								