

Sales Information Entered

Sales Estimated Using Historical Data

Instructions: (1) Enter Number of Years of Historical Sales Information that you want to enter. (2) Enter sales in whole dollars in the yellow user areas. (3) Enter your opinion of your anticipated business-cycle conditions in the small yellow box.

Definition - **Seasonality**: Ups and downs in sales each period (month) that occur during a 12-month period
Definition - **Business Cycle**: Forecaster's Estimate of whether Future Sales Will Increase or Decrease
Definition - **Secular Trend**: Upward or downward long-term trend

Number Of Years 2[2]

Sales History Forecast

Business Cycle Opinion Factor (Default=100%)

100%

Months	Instructions[3]			2 Yrs Ago	1 Yr Ago	Average:	Seasonality Factor:	Monthly Forecasts:
Month 1				27000	31000	29000	81%	32756
Month 2				30000	34000	32000	90%	36145
Month 3				35000	37000	36000	101%	40663
Month 4				31000	30000	30500	85%	34450
Month 5				37000	40000	38500	108%	43487
Month 6				29000	32000	30500	85%	34450
Month 7				38000	43000	40500	113%	45746
Month 8				33000	36000	34500	97%	38968
Month 9				29000	31000	30000	84%	33886
Month 10				40000	44000	42000	118%	47440
Month 11				36000	39000	37500	105%	42357
Month 12				45000	50000	47500	133%	53652
Average Total Secular Trend Factor				34167	37250	35708		Annual Total Forecast:
				410000	447000			484000
				96%	104%		Secular Trend Factor Prediction:	113%