

Business Plan Worksheet

Fill in the blanks...

	Actual for this year	Goals for next year
# of prospects (contacts)		
Average Income per Sale		
Average # of sales per month		

Average Income per Sale this year	X Average # of Sales per Month	x 12 Months
Projected Income per Sale next year	X Average # of Sales per Month	X 12 Months

Write down 3 things you plan to do to increase the number of prospects:

1. _____
2. _____
3. _____

Write down 3 things you plan to do to increase the price of your average sale:

1. _____
2. _____
3. _____

Write down 3 things you plan to do to increase the number of sale you produce per month.

1. _____
2. _____
3. _____