

Forecast Accuracy Template  
 salesquants  
 Scott Miller, Sales Analytics Ninja

	January			February			March			April			YTD			May Prediction		
	Total Monthly Pipeline at Start of Month	Monthly Bookings	Conversion Rate	Total Monthly Pipeline at Start of Month	Monthly Bookings	Conversion Rate	Total Monthly Pipeline at Start of Month	Monthly Bookings	Conversion Rate	Total Monthly Pipeline at Start of Month	Monthly Bookings	Conversion Rate	Total Monthly Pipeline at Start of Month	Monthly Bookings	Conversion Rate	Total Monthly Pipeline at Start of Month	Expected Conversion Rate	Predicted Monthly Bookings
Donnie Dollars	550,000	240,000	44%	345,000	234,000	68%	550,000	317,000	58%	550,000	325,000	59%	1,995,000	1,116,000	56%	462,000	56%	258,442
Jimmy Sales	275,000	86,000	31%	662,000	285,000	43%	275,000	140,000	51%	275,000	123,000	45%	1,487,000	634,000	43%	456,000	43%	194,421
Johnny Deal	350,000	192,000	55%	400,000	165,000	41%	350,000	155,000	44%	350,000	162,000	46%	1,450,000	674,000	46%	480,000	46%	223,117
Suzy Jones	780,000	310,000	40%	549,000	210,000	38%	780,000	374,000	48%	780,000	280,000	36%	2,889,000	1,174,000	41%	625,000	41%	253,981
Sandy Millions	240,000	105,000	44%	736,000	345,000	47%	240,000	169,000	70%	240,000	95,000	40%	1,456,000	714,000	49%	786,000	49%	385,442
Bob Business	495,000	175,000	35%	944,000	200,000	21%	495,000	300,000	61%	495,000	160,000	32%	2,429,000	835,000	34%	310,000	34%	106,566
Laura Budget	815,000	372,000	46%	693,000	222,000	32%	815,000	395,000	48%	815,000	288,000	35%	3,138,000	1,277,000	41%	600,000	41%	244,168
Dan Crushit	925,000	565,000	61%	425,000	100,000	24%	925,000	400,000	43%	925,000	345,000	37%	3,200,000	1,410,000	44%	333,000	44%	146,728
Jane Jackpot	485,000	123,000	25%	550,000	155,000	28%	485,000	146,000	30%	485,000	142,000	29%	2,005,000	566,000	28%	435,000	28%	122,798
<b>Total</b>	<b>4,915,000</b>	<b>2,168,000</b>	<b>44%</b>	<b>5,304,000</b>	<b>1,916,000</b>	<b>36%</b>	<b>4,915,000</b>	<b>2,396,000</b>	<b>49%</b>	<b>4,915,000</b>	<b>1,920,000</b>	<b>39%</b>	<b>20,049,000</b>	<b>8,400,000</b>	<b>42%</b>	<b>4,487,000</b>	<b>43%</b>	<b>1,935,664</b>

Have a question?  
 Call Jeff at 312.399.4535