

# Carl's Lawn and Grounds Services 12-Month Sales Forecast

12-Month Sales Forecast - November through October													
	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Total
<b>Service: Lawn Mowing</b>													
Price	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	\$40	
Number of clients	0	0	0	0	10	13	16	18	18	18	18	18	
Units per month per client	0	0	0	0	2	4	4	4	4	3	3	2	
Monthly sales	0	0	0	0	\$800	\$2,080	\$2,560	\$2,880	\$2,880	\$2,160	\$2,160	\$1,440	\$16,960
<b>Service: Snow Removal</b>													
Price	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	\$25	
Number of clients	10	15	18	18	18	18	18	18	18	18	18	20	
Units per month per client	3	5	5	3	0	0	0	0	0	0	0	1	
Monthly sales	\$750	\$1,875	\$2,250	\$1,350	0	0	0	0	0	0	0	\$600	\$6,825
<b>Service: Grounds Clean-up</b>													
Price	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	\$90	
Number of clients	0	0	0	0	5	8	8	10	10	10	10	15	
Units per month per client	0	0	0	0	1	0	1	0	0	0	1	1	
Monthly sales	0	0	0	0	\$450	0	\$720	0	0	0	\$900	\$1,350	\$3,420
<b>Service: Fertilizing</b>													
Price	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	\$75	
Number of clients	0	0	0	0	5	8	8	10	10	10	10	15	
Units per month per client	0	0	0	0	1	0	1	0	1	0	1	0	
Monthly sales	0	0	0	0	\$375	0	\$600	0	\$750	0	\$750	0	\$2,475
<b>Monthly Sales Totals</b>													
	\$750	\$1,875	\$2,250	\$1,350	\$1,625	\$2,080	\$3,880	\$2,880	\$3,630	\$2,160	\$3,810	\$3,390	\$29,680