

# Doing the Math

Current Annual Sales \_\_\_\_\_

Growth Rate \_\_\_\_\_

Average Sale \_\_\_\_\_

Additional Customers Needed \_\_\_\_\_

Closing % \_\_\_\_\_

Prospects Needed Annually \_\_\_\_\_

Prospects Needed Monthly \_\_\_\_\_

Prospects Needed Weekly \_\_\_\_\_

Prospects Needed Daily \_\_\_\_\_