

Sales by Close Date

This report includes Sales with Close Dates in the date range 4/1/2002 to 6/30/2002.

5/2002

Company	Contact	Phone	Close	Product Name	Sales Stage	Actual			%	Forecasted		Record Manager
						Units	Price	Amount		Units	Amount	
Little Corner Sweets	Beth Munin	813-555-6281	5/9/02	Specialty Chocolate	Solution Presentation	400	\$1.39	\$556.00	100%	400	\$556.00	Chris Huffman
5/2002 Totals:						400		\$556.00		400	\$556.00	

6/2002

Company	Contact	Phone	Close	Product Name	Sales Stage	Actual			%	Forecasted		Record Manager
						Units	Price	Amount		Units	Amount	
Pacific Cafe Company	Shirley Brightwell	415-555-5577 x17	6/6/02	Specialty Chocolate	New Opportunity	1,200	\$1.89	\$2,268.00	100%	1,200	\$2,268.00	Chris Huffman
Trader Depot	Michael Wiggum	310-555-6734	6/11/02	Coffee	Solution Presentation	800	\$2.50	\$2,000.00	70%	560	\$1,400.00	Chris Huffman
Cordoba Coffee Shops	Ms. Gloria Lenares	214-555-0023	6/20/02	Gift Baskets	Solution Development	600	\$8.99	\$5,394.00	90%	540	\$4,854.60	Wendy Leach
Cooper Inns	Selma Cooper	541-555-9009	6/21/02	Gift Baskets	Pre-Approach	1,000	\$9.99	\$9,990.00	40%	400	\$3,996.00	Wendy Leach
6/2002 Totals:						3,600		\$19,652.00		2,700	\$12,518.60	
Grand Totals:						4,000		\$20,208.00		3,100	\$13,074.60	

Sales Forecast by Close Date

