

Estimating Income: Analysis

Part b) Estimating Monthly Sales Income & Monthly Variable Costs for Our Business

Committee Name: _____

Year 1: Start-Up

Calculating Monthly Sales Income

Name of Month												
Month	1	2	3	4	5	6	7	8	9	10	11	12
Estimated Sales ¹												
Price												
Total Income (multiply sales x price)												

¹ Numbers of products/services sold. This figure should be taken from Line C: Adjusted Monthly Sales from the chart called "Estimating Prices and Sales Projections for Our Business" (Training #19).

Part b) Estimating Monthly Sales Income & Monthly Variable Costs for Our Business

Calculating Monthly Variable Costs

Month	1	2	3	4	5	6	7	8	9	10	11	12
Estimated Sales ¹												
Per unit cost												
Total Variable Costs (multiply sales x per unit cost)												

¹ Ibid.