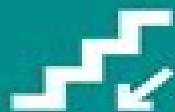


Sales Forecasting Methods



Historical Data

Fairly simple calculation method. You need to know how much you sold the same month in the previous year and what your average growth rate is.



Opportunity Stages

Assign probability of closing to each stage in your pipeline. Then multiply the opportunity value with it.



Current Pipeline

In this case, you will look at the opportunity age, stage, type, expected close date. Based on this data you will determine the probability to close.



Combo Method

Custom forecasting combines several methods into one. It requires high quality data and lots of it.

Sales Forecasting A New Approach

Thomas F. Wallace, Robert a Stahl



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