

Summary

Territory Sales Plan

Summary

Territory	Last Year Actual
#NAME?	#VALUE!
#NAME?	#VALUE!
#NAME?	#VALUE!

Summary

This Year Forecast

#VALUE!

#VALUE!

#VALUE!

Layout Sheet

Territory Sales Plan

Use the sheet icon at the far right to create your own copy of this sheet. Do not make

Territory:	#NAME?	Date:	1196		
Established Customers	This Yr. Foreca	Last Yr. Actual	% Change	Change	
Customer 1			#VALUE!		
Customer 2			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
Subtotals			#VALUE!	#VALUE!	
			#VALUE!		
New Customers	This Yr. Foreca	Last Yr. Actual	% Change	Change	
New Customer 1			#VALUE!		
New Customer 2			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
			#VALUE!		
Subtotals			#VALUE!	#VALUE!	
Prospective Customers	Expected Value	Close Quarter	Probability	Annual	Potential
Prospective Customer 1					
Prospective Customer 2					
Subtotals					
All Customers	This Yr. Fore	Last Yr. Actu	% Change	Change	
Totals	#VALUE!	#VALUE!	#VALUE!	#VALUE!	

Layout Sheet

changes to this sheet.

Territory 3

Territory Sales Plan

Territory: #NAME? **Date:** 1196

Established Customers	This Yr. Forecast	Last Yr. Actual	% Change	Change
Customer 1			#VALUE!	
Customer 2			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
Subtotals			#VALUE!	#VALUE!

New Customers	This Yr. Forecast	Last Yr. Actual	% Change	Change
New Customer 1			#VALUE!	
New Customer 2			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
Subtotals			#VALUE!	#VALUE!

Prospective Customers	Expected Value	Close Quarter	Probability	Annual Potential
Prospective Customer 1				
Prospective Customer 2				

Subtotals

All Customers Totals	This Yr. Forecast	Last Yr. Actual	% Change	Change
	#VALUE!	#VALUE!	#VALUE!	#VALUE!

Territory 2

Territory Sales Plan

Territory: #NAME? Date: 1196

Established Customers	This Yr. Foreca	Last Yr. Actual	% Change	Change
Customer 1			#VALUE!	
Customer 2			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
Subtotals			#VALUE!	#VALUE!

New Customers	This Yr. Foreca	Last Yr. Actual	% Change	Change
New Customer 1			#VALUE!	
New Customer 2			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
Subtotals			#VALUE!	#VALUE!

Prospective Customers	Expected Valu	Close Quarter	Probability	Annual Potential
Prospective Customer 1				
Prospective Customer 2				

Subtotals				
All Customers	This Yr. Fore	Last Yr. Actui	% Change	Change
Totals	#VALUE!	#VALUE!	#VALUE!	#VALUE!

Territory 1

Territory Sales Plan

Territory:	#NAME?	Date:	1196	
Established Customers	This Yr. Foreca	Last Yr. Actual	% Change	Change
Customer 1			#VALUE!	
Customer 2			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
Subtotals			#VALUE!	#VALUE!
			#VALUE!	
New Customers	This Yr. Foreca	Last Yr. Actual	% Change	Change
New Customer 1			#VALUE!	
New Customer 2			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
			#VALUE!	
Subtotals			#VALUE!	#VALUE!
Prospective Customers	Expected Valu	Close Quarter	Probability	Annual
Prospective Customer 1				Potential
Prospective Customer 2				
Subtotals				
All Customers	This Yr. Fore	Last Yr. Actui	% Change	Change
Totals	#VALUE!	#VALUE!	#VALUE!	#VALUE!

WorkArea

Variables

%Sheet_Cou

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: version counter

Strings

Bold items are referenced to duplicate strings

Translate this column

Table Sheet Strings

RangeNames Strings

T_1	Territory Sales Plan
T_2	Territory:
T_3	Date:
T_4	Billable Time
T_5	Established Customers
T_6	Customer
T_7	This Yr. Forecast
T_8	Last Yr. Actual
T_9	% Change
T_10	Change
T_11	Subtotals
T_12	New Customers
T_13	Prospective Customers
T_14	Expected Value
T_15	Probability
T_16	Annual
T_17	Potential
T_18	All Customers
T_19	Totals
T_20	Territory
T_21	New Customer
T_22	Prospective Customer
T_23	Close Quarter
T_24	Summary
T_25	Last Year Actual
T_26	This Year Forecast
T_27	
T_28	Use the sheet icon at the far right to create your own copy of this sheet. Do not make

Sheet names must be in order

Sheet Strings

RangeNames Strings

%S_1	Summary
%S_2	Layout Sheet
%S_3	Territory 3
%S_4	Territory 2
%S_5	Territory 1
%S_6	WorkArea
%S_7	Strings
%S_8	Scripts

Function Strings

RangeNames Strings

%F_1	screen-width
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Strings

%F_2 SheetName
%F_3 US Dollar

Range Strings

RangeNames Strings

%R_7 %Sheet_Count

FileInfo Strings

RangeNames Strings

%D_1 SmartMasters
%D_2 Create a Territory Sales Plan
%D_3 Project a bottom-up sales forecast or plan. Territory managers use this form to commu

Strings

changes to this sheet.

Strings

Communicate local sales plans to corporate headquarters.