

5 MAKING MONEY BASICS

The Sales Plan Tool

Create Your Plan for First Customer Sales

1. Create a sales plan showing both unit sales and dollar sales. Do this weekly, then monthly.
2. Define the customer facing sales activities to generate your first sales. Stay focused on immediate sales.

WEEK	Week 1	Week 2	Week 3	Week 4	Month	Month	Month	Month	Month
Sales in Units									
Sales in Dollars									
Who? Where will you find your target customers?									
How? What sales tools will you use?									