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MONTHLY SALES TRACKER

Sales goal vs actual

BUSINESS	YEAR	TEAM / OWNER	UPDATED ON

Month	Sales goal	Actual sales	Over / under	% of goal	Last year	Growth %	YTD goal	YTD actual	YTD % of goal
January									
February									
March									
April									
May									
June									
July									
August									
September									
October									
November									
December									
Year total									

Annual goal reached so far (%)	

WHAT DROVE THE NUMBERS (PROMOTIONS, NEW OR LOST CUSTOMERS, WEATHER, STAFFING)