MANTRA BUSINESS SOLUTIONS

August 2009

sales factors are broken down into this simple and manageable flowchart

increase net profit by increasing sales and decreasing expenses

increase the average value of each sale

your current average value of each sale?

how much could this be increased?

increase the number of sales

how many times does your customer purchase?

how much could this be increased?

increase the number of customers

how many customers do you have?

how much could this be increased?

current total sales

projected total sales