

## How to manage sales targets [Template]

**This template gives you a simple way to track your sales targets and make comparisons with actual sales.**

This template can be used - by a business owner or by a sales executive - to track sales against targets. It automatically generates the variance between the two as a cash figure and as a percentage.

This is a handy way to examine one or several different products and services that you sell. It is useful for examining how your business is performing relative to projections. It can be updated on the go.

This template is a valuable resource, which should be used in conjunction with the ThinkBusiness [cash flow guide](#) and cash flow calculator to give a comprehensive overall view of your business and its performance.

[How to use social media to drive sales.](#)