

CHANNEL MARKETING BUDGET

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
ANTICIPATED SALES TOTAL (\$000)	750	700	800	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	12,000
PERSONNEL (% OF TOTAL SALES)	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%	10%
Personnel Resources - Headcount	75	70	80	120	120	120	120	120	120	120	120	120	1,200
Personnel Resources - Cost	7,500	7,000	8,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	12,000	120,000
Commission % of Direct Sales	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%	5%
Commission Total (\$000)	375	350	400	600	600	600	600	600	600	600	600	600	6,000
DISTRIBUTIONS (% OF)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Distributions	0	0	0	0	0	0	0	0	0	0	0	0	0
Printing	200	200	200	200	200	200	200	200	200	200	200	200	2,000
Postcards	500	500	500	500	500	500	500	500	500	500	500	500	5,000
Commission Resources (% of Personnel %)	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%
Commission Total (\$000)	825	770	880	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	1,320	13,200
RETAILER (% OF TOTAL SALES)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Commission	0	0	0	0	0	0	0	0	0	0	0	0	0
Printing	200	200	200	200	200	200	200	200	200	200	200	200	2,000
Postcards	500	500	500	500	500	500	500	500	500	500	500	500	5,000

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DISTRIBUTIONS (% OF)	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
Distributions	0	0	0	0	0	0	0	0	0	0	0	0	0
Printing	200	200	200	200	200	200	200	200	200	200	200	200	2,000
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Commission Resources (% of Personnel %)	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%	11.0%
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Commission	0	0	0	0	0	0	0	0	0	0	0	0	0
Printing	200	200	200	200	200	200	200	200	200	200	200	200	2,000
Postcards	500	500	500	500	500	500	500	500	500	500	500	500	5,000

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