

Sales Forecasting Model

Stop guessing your number. Three forecasting methodologies in one spreadsheet — weighted pipeline, rep commit, and best-case — so you can triangulate to a number your board believes.

11

Tabs

3

Forecast methods

<2hr

Setup time

Run all three. Triangulate to the number that's actually right.

Method 1: Weighted Pipeline

Best for: Predictable pipeline

Multiplies each deal's value by its stage probability. Fast, systematic, and useful for consistent pipeline with clear stage definitions.

 Watch out for: Optimistic stage probabilities inflate the number. This method requires calibrated win rates by stage to be accurate.

Method 2: Rep Commit

Best for: Manager accountability

Bottom-up submission from each rep based on their deal confidence. Captures rep judgment that data misses — but only works if commit culture is real.

 Watch out for: Sand-bagging and happy-ears both distort this method. Pair with a manager review layer.

Method 3: Best-Case

Best for: Upside planning

Counts all active pipeline regardless of stage, assuming all deals close. Defines the maximum possible ceiling and helps identify coverage gaps early.

 Watch out for: Never use best-case as your operating forecast. It's a ceiling, not a prediction.

From raw deal data to board-ready summary — in one spreadsheet.



Forecast Rollup

Monthly + quarterly view by rep, region, and segment



Pipeline Coverage

Coverage ratio calculator — do you have enough to hit the number?



Three-Method Comparison

Weighted, commit, and best-case side by side



Win Rate Tracker

Historical win rates by stage, segment, and rep



Deal Velocity Dashboard

Average sales cycle and velocity by segment



Board Summary Tab

Executive-ready forecast output — no extra formatting



YTD vs. Quota

Year-to-date performance tracking by rep and team



Scenario Modeling

Upside / base / downside case modeling



Revenue Split

New vs. expansion vs. renewal breakdown



Deal Input Sheet

Raw deal data entry that feeds all other tabs



Settings & Config

Stage names, probabilities, quota, team structure



Your forecast is only as good as the logic behind it.

Set up in under 2 hours. Live forecasting from day one.

The board-ready summary tab makes your next
forecast meeting 10x easier.

More trackers & calculators
opsply.bywillo.ai