

# CHANNEL MARKETING BUDGET

	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
ANTICIPATED SALES TOTAL (\$000)	750	700	700	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	12,000
PERSONNEL (% OF TOTAL SALES)	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Personnel Resources - Headcount													
Personnel Resources - Cost													
Commission													
Commission Total (\$000)													
DIRECT MARKETING (% OF TOTAL SALES)													
Advertising (% of Direct Sales)													
Personnel Resources - Headcount													
Personnel Resources - Cost													
Printing													
Support & Materials													
Internet Marketing Total (\$000)													
Direct Mail (% of Direct Sales)													
Personnel Resources - Cost													
Printing													
Support & Materials													
Direct Mail Total (\$000)													
CONTRIBUTIONS (% OF TOTAL SALES)													
Contributions													
Printing													
Postage													
Commission Resources (% of Production %)													
Commission Total (\$000)													
RETAILER (% OF TOTAL SALES)													
Contributions													
Printing													
Postage													
Commission Resources (% of Production %)													
Commission Total (\$000)													



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	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
ANTICIPATED SALES TOTAL (\$000)	750	700	700	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	1,200	12,000
PERSONNEL (% OF TOTAL SALES)	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%	10.00%
Personnel Resources - Headcount													
Personnel Resources - Cost													
Commission													
Commission Total (\$000)													
DIRECT MARKETING (% OF TOTAL SALES)													
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Commission Resources (% of Production %)													
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