**Annual Estimate Worksheet**

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| **Top Tier Client**  | **Estimate** | **Upside** |
| Autumn Integration | $175k | $195k |
| Security Systems Group | $110k | $165k |
| Integrated Protection | $260k | $385k |
| Downtown Security | $180k | $230k |
| One Security | $240k | $155k |
| Centered Surveillance | $95k | $120k |
| Top Tier Client Total | $1,060k | $1,250k |

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| **Annual Forecasting Summary** |
| Annual Sales Goal | $2,000K |
| Top Tier Clients Average | $1,155K |
| All Other Clients (25%-35% of Top Tier) | $350k |
| Total Known Sales | $1,505k |
| Remainder of Sales Needed | $495k |