**Annual Estimate Worksheet**

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| **Top Tier Client**  | **Estimate** | **Upside** |
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| Top Tier Client Total |  |  |

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| **Annual Forecasting Summary** |
| Annual Sales Goal |  |
| Top Tier Clients Total |  |
| All Other Clients (25%-35% of Top Tier) |  |
| Remainder of Sales Needed |  |