

YEARBOOK SALES HISTORY

Look for patterns and trends in sales so you can capitalize on them. Selling the majority of your books as school starts means less stress concerning money and may earn pre-payment benefits or discounts.

LAST YEAR SALES BY MONTH

Month	Books sold	Book sales revenue	This year	Revenue
August	_____	_____	_____	_____
September	_____	_____	_____	_____
October	_____	_____	_____	_____
November	_____	_____	_____	_____
December	_____	_____	_____	_____
January	_____	_____	_____	_____
February	_____	_____	_____	_____
March	_____	_____	_____	_____
April	_____	_____	_____	_____
May	_____	_____	_____	_____
June	_____	_____	_____	_____
July	_____	_____	_____	_____
TOTAL	_____	_____	_____	_____

BOOK SALES HISTORY

TRACKING DETAILS FOR FUTURE USE

Keeping up with book sales over time helps you make decisions about copy counts and sale prices. Start with last year and look back at the previous four years.

ANNUAL BOOK SALES

Year	Books ordered	Book unsold	Enrollment	Buy rate*
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____
_____	_____	_____	_____	_____

* buy rate = books sold ÷ enrollment