

Sales Cycles

Cheat Sheet

JANUARY

CHRISTMAS STUFF
GYM MEMBERSHIPS
& FITNESS RELATED
WEDDING DRESSES
SUITS
FLIGHTS
LINENS AND TOWELS

FEBRUARY

WINTER /SNOW
CLOTHES
TVS
COATS

MARCH

JEWELRY
SNOW BLOWERS

APRIL

TIRES
VACUUMS
HVAC
EQUIPMENT

MAY

SPRING JACKETS
& RAINBOOTS
COOKWARE
MATTRESSES
FRIDGES

JUNE

POWER TOOLS
DAD RELATED

JULY

FURNITURE

AUGUST

SCHOOL SUPPLIES
OFFICE SUPPLIES
LAWN MOWERS
BATHING SUITS
SANDALS
GRILLS

SEPTEMBER

SUMMER THINGS
YARD STUFF
HOUSEPLANTS
GARDEN TOOLS

OCTOBER

TIRES
JEANS
APPLIANCES

NOVEMBER

HOUSES
LUGGAGE
TOYS
COOKWARE
CLOTHING
APPLIANCES

DECEMBER

CAR
SWING SET
HOUSE PAINT
FLOORING