



Lesson Action Guide

Products Buying Patterns



Key Concepts: A Summary of What You Learned

- Monthly product sales by volume.
- How to control your inventory of stock.
- How to predict when your products are likely to be ordered.
- How to forecast sales of your products.



Action Steps: Complete Before the Next Lesson

- Print out the transcript for this lesson.
- Follow the steps as shown in the video and transcript.
- Establish the monthly buying patterns for your profitable and popular products.
- Do this Products Buying Patterns analysis every 12 months.



Ideas and Notes

Shut off anything that may distract you, like your mobile and emails, and put on some light music if you like.