**3D Cycle Works - Assumptions for Multi-Quarter Projections:**

**Quarter 5**

* 5% sales growth starting at a demand of 83 per salesmen
* Increase ads to 2 per brand
* Increase staff by 10
* Additional $1 Million on R&D
* Increase internet marketing, local placement, and frequency
* Purchase market research

**Quarter 6**

* 5% sales growth from last quarter
* Increase ads to 3 per brand
* Increase staff by 10
* Additional $800K on R&D
* Increase internet marketing, local placement, and frequency
* Additional $100K on regional advertising
* Add a store
* 15% rebates on all products with a demand boost of 30 per salesmen
* Increase price slightly
* Purchase market research

**Quarter 7**

* 5% sales growth from last quarter
* Increase ads to 4 per brand
* Increase staff by 17
* Additional $500K on R&D
* Increase internet marketing, local placement, and frequency
* Additional $100K on regional advertising
* Add a store
* Add a brand
* Remove all rebates
* Purchase market research

**Quarter 8**

* 5% sales growth from last quarter
* Increase ads to 5 per brand
* Increase staff by 19
* Additional $500K on R&D
* Increase internet marketing, local placement, and frequency
* Additional $100K on regional advertising
* Add a store
* 15% rebates on all products with a demand boost of 35 per salesmen
* Purchase market research