Convention Sales Performance: Connie Ledbetter – Texas/National
2011-2012

Texas/ National Goal:	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.
Personal Sales Calls (30/mo.)	5											
Prospecting/ (phone/servicing/e-mails, etc. calls) calls (50)	30											
Bid Proposals (15)	3											
Bid Presentations (5) *YR	0											
Sales Leads Generated: 5 New	1											
Sales Leads Generated: 10 repeat	2											
Sales Contracts Generated: New: 5	2											
Sales Contracts Generated: New: 5	0											
Fam Tours Hosted (*1-2)	0											
Site Inspections 6 yr.	0											

Total Room Nights Goal for MO. (300)	**840**											
Client Events (1-2 Annually)	**0**											