

Convention Sales Performance: Connie Ledbetter – Texas/National

LOCAL/ RGV MARKET Monthly Goal:	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.
Physical Sales Calls (10)	0	1	17	26	3	16	15					
Prospecting/ calls (50)	43	35	29	16	44	66	20					
Bid Proposals (4)	1	1	1	3	9	4	6					
Bid Presentations (5) *YR	0	0	0	0	0	0	0					
Sales Leads Generated (7)	5	4	1	2	11	12	8					
Sales Contracts Generated (9)	1	4	0	9	6	3	4					
Fam Tours Hosted (*1-2)	0	0	0	0	0	0	0					
Site Inspections (1)	0	3	0	0	1	2	1					
Client Events (1-2 Annually)	0	0	CANCELLED	0	0	0	0					