

## Convention Sales Performance: Sylvia Soliz – Local RGV Market

<b>LOCAL/ RGV MARKET Monthly Goal:</b>	<b>Sept.</b>	<b>Oct.</b>	<b>Nov.</b>	<b>Dec.</b>	<b>Jan.</b>	<b>Feb.</b>	<b>March</b>	<b>April</b>	<b>May</b>	<b>June</b>	<b>July</b>	<b>Aug.</b>
<b>Physical Sales Calls (10)</b>	1	1	1	39	3	1	0	4	0	8	0	13
<b>Prospecting/ calls (50)</b>	36	30	33	81	56	29	48	61	5	9	44	10
<b>Bid Proposals (5)</b>	3	3	6	1	3	3	5	5	2	1	1	9
<b>Bid Presentations (5) *YR</b>	0	1	0	0	0	0	0	1	1	0	0	2
<b>Sales Leads Generated (11)</b>	9	10	5	3	13	13	15	14	11	5	6	10
<b>Sales Contracts Generated (9)</b>	9	8	1	3	12	15	9	14	2	5	2	8
<b>Fam Tours Hosted (*)</b>	0	0	0	0	0	0	0	0	0	0	0	0
<b>Site Inspections (2)</b>	3	1	0	1	1	4	0	3	0	2	0	6
<b>Client Events (1-2 Annually)</b>	0	0	0	0	0 CAN CELL ED	0	0	0	0	0	0	0