Convention Sales Performance: Sylvia Soliz – Rio Grande Valley 2011-2012

Texas/ National Goal:	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.
Personal Sales Calls (30/mo.)	10											
Prospecting/ (phone/servicing/e- mails, etc. calls) calls (50)	35											
Bid Proposals (5)	4											
Bid Presentations (5) *YR	0											
Sales Leads Generated: 5 New	2											
Sales Leads Generated: 10 repeat	2											
Sales Contracts Generated: New: 5	3											
Sales Contracts Generated: Repeat: 10	2											
Site Inspections (2)mo.	3											

Total Room Nights Booked for MO. (500)	1451						
Client Events (1-2 Annually)	0						