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	0										
Prospecting/ (phone/servicing/e- mails, etc. calls) calls (50)	35	69										
Bid Proposals (5)	4	1										
Bid Presentations (5) *YR	0	0										
Sales Leads Generated: 5 New	2	1										
Sales Leads Generated: 10 repeat	2	4										
Sales Contracts Generated: New: 5	3	1										
Sales Contracts Generated: Repeat: 10	2	6										
Site Inspections (2)mo.	3	0										

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