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

Texas/	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.
National										-		
Goal:												
Personal												
Sales Calls	5	0										
(30/mo.)												
Prospecting/ (phone/servicing/e- mails, etc. calls) calls (50)	62	97										
Bid Proposals												
(15)	3	0										
Bid												
Presentations	0	0										
(5) *YR												
Sales Leads												
Generated:	1	1										
5 New												
Sales Leads												
Generated:	2	3										
10 repeat												
Sales												
Contracts	2	0										
Generated:												
New: 5												
Sales	0	0										
Contracts Generated:	0	0										
New: 5												
Fam Tours	0	0										
Hosted (*1-2)	V	U										
Site												
Inspections 6	0	0										
yr.												
<u>•</u>						1	1	1	1	1		

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