## Convention Sales Performance: Sylvia Soliz – Local RGV Market 2011-2012

Texas/ National Goal:	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.
Personal Sales Calls (30/mo.)	10	0	69									
Prospecting/ (phone/servicing/e- mails, etc. calls) calls (50)	35	69	5									
<b>Bid Proposals</b> (5)	4	1	6									
Bid Presentations (5) *YR	0	0	0									
Sales Leads Generated: 5 New	2	1	4									
Sales Leads Generated: 10 repeat	2	4	5									
Sales Contracts Generated: New: 5	3	1	3									
Sales Contracts Generated: Repeat: 10	2	6	5									
Site Inspections (2)mo.	3	0	0									

Total Room Nights Booked for MO. (500)	1451	813	843					
Client Events (1-2 Annually)	0	0	0					