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	15									
(30/mo.)												
Prospecting/ (phone/servicing/e- mails, ,meetings/events. calls)	62	97	201									
calls (50)												
Bid Proposals	2											
(15)	3	0	0									
Bid Presentations	0	0	0									
(5) *YR	U	U	U									
Sales Leads												
Generated:	1	1	3									
5 New	1	1	3									
Sales Leads												
Generated:	2	3	3									
10 repeat	_											
Sales												
Contracts	2	0	0									
Generated:												
New: 5												
Sales												
Contracts	0	0	3									
Generated:												
Repeat: 5												
Fam Tours Hosted (*1-2)	0	0	0									

Site Inspections 6 yr.	0	0	0					
Total Room Nights Goal for MO. (300)	840		339					
Client Events (1-2 Annually)	0		1					