Convention Sales Performance: Connie Ledbetter – Texas/National

LOCAL/ RGV	Sept.	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.
MARKET												
Monthly												
Goal:												
Physical												
Sales Calls	0	1	17	26	3	16	15	0	29	0	18	
(10)												
Prospecting/												
calls (50)	43	35	29	16	44	66	20	62	21	32	44	
Bid Proposals												
(4)	1	1	1	3	9	4	6	3	2	1	1	
Bid												
Presentations	0	0	0	0	0	0	0	0	3	1	0	
(5) *YR												
Sales Leads												
Generated (7)	5	4	1	2	11	12	8	10	3	2	4	
Sales												
Contracts												
Generated (9)	1	4	0	9	6	3	4	4	3	5	2	
Fam Tours												
Hosted (*1-2)	0	0	0	0	0	0	0	0	0	0	0	
Site												
Inspections	0	3	0	0	1	2	1	3	1	0	0	
(1)												
Client Events												
(1-2	0	0	CANCELL ED	0	0	0	0	0	0	0	0	
Annually)			ED									