Convention Sales Performance: Connie Ledbetter – Texas/National 2010-2011

Texas/ National Goal:	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.
Physical Sales Calls (10)	15	0									
Prospecting/ (phone/e- mail) calls (100)	20	8									
Bid Proposals (5)	4	3									
Bid Presentations (5) *YR	0	0									
Sales Leads Generated (15) 10 repeat and 5 new	9	5									
Sales Contracts Generated (10)		1									
Fam Tours Hosted (*1-2)	0	0									
Site Inspections (2)mo.	0	1									
Client Events (1-2 Annually)	0	0									