



Over 85% Manager Shop Score Report Comparisons by Skill

Sales Person Detail for QTR3 ending September, 2011

All Hotels	Shop Date	Reach Factor (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
7719 Embassy Suites Chica R. Martin	5/9/2011	100%	100%	80%	80%		90%	94%	86%
7799 Embassy Suites Destin A. Gagliardi	9/23/2011	100%	100%	110%	100%	100%	100%	89%	100%
7736 Embassy Suites Detroit J. Radley	9/23/2011	0%	100%	50%	91%	100%	90%	100%	85%
7803 Embassy Suites La Qui B. Lyons	6/22/2011	100%	100%	80%	88%		90%	100%	89%
7609 Embassy Suites Tamp J. Guard	4/19/2011	0%	25%	75%	104%	100%	100%	75%	85%
Region Totals	5	60%	76%	79%	93%	100%	94%	91%	89%