



Over 85% Manager Shop Score Report Comparisons by Skill

Sales Person Detail for QTR 2 ending June, 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%
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%