

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

Texas/ National Goal:	Oct.	Nov.	Dec.	Jan.	Feb.	March	April	May	June	July	Aug.	Sept.
Physical Sales Calls (30)	15	0	124	9	0	24	18	25	0	0	58	40
Prospecting/ (phone/e- mail) calls (50)	20	8	93 Xmas events in Austin	34	45	65	57	57	46	86	18	40
Bid Proposals (5)	4	3	1	2	5	3	6	4	0	2	3	2
Bid Presentations (5) *YR	0	0	0	0	0	0	0	1	0	0	0	0
Sales Leads Generated (15) 10 repeat and 5 new	9	5	1	2	5	15	3	8	6	4	3	4
Sales Contracts Generated (9)		1	0	3	5	4	3	8	7	0	3	1
Fam Tours Hosted (*1-2)	0	0	0	0	0	0	0	0	0	0	0	0
Site Inspections (2)mo.	0	1	0	0	0	0	0	0	0	1	0	0
Client Events (1-2 Annually)	0	0	1 Xmas Tamalada in Austin	0	1 (sgmp)	0	0	0	0	0	0	0