



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail August, 2019

Anton Rykov			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12032	HGI North Houston Spring	B. Romero	8/8/2019	100%	100%	100%	100%	100%	100%	100%	100%
12030	Hampton Inn Ft Worth Dwt	J. Stephens	8/30/2019	0%	86%	100%	100%	100%	88%	100%	96%
12030	Hampton Inn Ft Worth Dwt	A. Williams	8/15/2019	0%	100%	85%	100%	86%	100%	100%	95%
12011	Hilton Garden Inn Ft Worth	C. Thomas	8/16/2019	0%	86%	100%	100%	69%	100%	100%	94%
12030	Hampton Inn Ft Worth Dwt	A. Smith	8/9/2019	0%	14%	100%	100%	100%	100%	100%	94%
12009	Hampton Inn & Suites Okl	J. Martin	8/26/2019	100%	100%	67%	80%	100%	100%	100%	88%
12032	HGI North Houston Spring	T. Throp	8/29/2019	0%	100%	75%	80%	88%	100%	100%	85%
Region Totals			7	29%	84%	89%	94%	90%	98%	100%	93%
Luke Cannon			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12021	Hilton Garden Inn Fargo	S. Bond	8/16/2019	50%	88%	95%	100%	100%	100%	100%	98%
12019	Courtyard Fargo Moorhead	B. Volk	8/15/2019	100%	100%	100%	100%	100%	92%	100%	98%
12021	Hilton Garden Inn Fargo	A. Hombacher	8/12/2019	100%	86%	88%	100%	100%	100%	100%	97%
12020	Hilton Garden Inn Chicago	I. Vargas	8/9/2019	0%	86%	100%	100%	93%	88%	100%	95%
12019	Courtyard Fargo Moorhead	S. Braham	8/22/2019	100%	100%	85%	100%	71%	100%	100%	92%
12019	Courtyard Fargo Moorhead	L. Lilja	8/13/2019	100%	100%	100%	100%	53%	100%	100%	91%
12008	Homewood Suites by Hilto	B. Sonnentag	8/14/2019	100%	100%	95%	80%	94%	88%	100%	90%
12029	Hampton Inn Chicago Ros	S. Jani	8/27/2019	100%	100%	75%	80%	94%	88%	100%	86%
Region Totals			8	81%	95%	92%	95%	86%	95%	100%	93%
Matt Landgraf			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12014	Hilton Garden Inn Milwauk	J. Wagner	8/22/2019	100%	100%	100%	100%	82%	100%	100%	97%
12001	Hampton Inn St Louis Dow	B. Webb	8/27/2019	0%	86%	100%	100%	100%	88%	100%	96%
12015	Hampton Inn & Suites Roc	M. Schimek	8/16/2019	100%	100%	95%	100%	88%	88%	100%	94%
12027	Hampton Inn & Suites Mad	A. Hart	8/16/2019	100%	100%	100%	72%	100%	100%	100%	93%
12039	SpringHill Suites Madison	A. Caldwell	8/7/2019	100%	100%	95%	100%	79%	88%	100%	92%
12027	Hampton Inn & Suites Mad	Z. Gillis	8/9/2019	0%	100%	85%	100%	71%	100%	100%	92%
12014	Hilton Garden Inn Milwauk	J. Paetzke	8/27/2019	0%	100%	90%	100%	71%	88%	100%	90%



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Matt Landgraf	Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12039 SpringHill Suites Madison S. Murillo	8/22/2019	0%	100%	100%	100%	43%	92%	100%	90%
Region Totals	8	50%	98%	96%	97%	79%	93%	100%	93%
Russ Young	Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12010 Hampton Inn & Suites Bois J. Thomas	8/28/2019	100%	100%	100%	100%	100%	100%	100%	100%
12023 Hilton Garden Inn Ann Arb P. Delaney	8/9/2019	0%	100%	100%	100%	100%	100%	100%	100%
12010 Hampton Inn & Suites Bois G. Gaby	8/15/2019	0%	100%	90%	100%	93%	100%	100%	97%
12010 Hampton Inn & Suites Bois S. Fullerton	8/23/2019	100%	100%	100%	100%	79%	100%	100%	97%
12040 TownePlace Joliet South K. Young	8/22/2019	100%	100%	80%	100%	100%	100%	100%	96%
12022 TownePlace Suites Ann Ar V. Gilmore	8/9/2019	0%	86%	95%	100%	43%	100%	100%	90%
12028 Hampton Inn Portland Pea J. Rippel	8/12/2019	100%	100%	70%	80%	93%	100%	100%	87%
Region Totals	7	57%	98%	91%	97%	86%	100%	100%	95%
Raymond Management Average	30	55%	94%	92%	96%	85%	96%	100%	94%