



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail December, 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	12/6/2019	0%	100%	100%	100%	100%	100%	100%	100%
12011	HGI Ft Worth Med Ctr	W. Richey	12/5/2019	0%	100%	100%	100%	93%	100%	100%	99%
12009	Hampton Inn & Suites Okl	R. McCart	12/3/2019	0%	100%	100%	100%	93%	100%	100%	99%
12037	Homewood OKC Bricktow	J. Martin	12/3/2019	100%	100%	100%	100%	86%	100%	100%	98%
12037	Homewood OKC Bricktow	K. Bentley	12/16/2019	100%	100%	85%	100%	100%	100%	100%	96%
12030	Hampton Inn Ft Worth Dwt	A. Smith	12/17/2019	0%	88%	100%	100%	86%	92%	100%	95%
12031	HGI Oklahoma City Brickto	J. Chastain	12/4/2019	100%	100%	89%	100%	100%	88%	100%	94%
12030	Hampton Inn Ft Worth Dwt	J. Stephens	12/6/2019	0%	100%	85%	80%	100%	100%	100%	92%
12011	HGI Ft Worth Med Ctr	C. Thomas	12/10/2019	100%	100%	84%	80%	79%	100%	100%	88%
12030	Hampton Inn Ft Worth Dwt	J. Bass	12/6/2019	0%	29%	100%	100%	100%	88%	50%	87%
Region Totals			10	40%	91%	94%	96%	93%	97%	94%	95%
Frank Morris			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12028	Hampton Inn Portland Pea	N. Elkins	12/13/2019	0%	86%	100%	100%	100%	100%	100%	99%
12028	Hampton Inn Portland Pea	J. Rippel	12/5/2019	0%	100%	100%	100%	93%	100%	100%	99%
12010	Hampton Inn & Suites Bois	S. Fullerton	12/3/2019	100%	100%	95%	100%	88%	100%	100%	97%
12010	Hampton Inn & Suites Bois	J. Thomas	12/5/2019	0%	86%	78%	100%	100%	100%	100%	95%
12028	Hampton Inn Portland Pea	M. O'Donnell	12/6/2019	100%	100%	90%	100%	76%	100%	100%	94%
12008	Homewood Suites by Hiltlo	B. Sonnentag	12/3/2019	0%	100%	100%	100%	7%	92%	100%	85%
Region Totals			6	33%	95%	94%	100%	78%	99%	100%	95%
Luke Cannon			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12035	Home2 Milwaukee Airport	A. D'Angelo	12/5/2019	100%	100%	100%	100%	93%	100%	100%	99%
12014	Hilton Garden Inn Milwauk	J. Paetzke	12/6/2019	0%	100%	100%	100%	100%	88%	100%	97%
12021	Hilton Garden Inn Fargo	M. Peldo	12/6/2019	100%	100%	83%	100%	93%	100%	100%	96%
12019	Courtyard Fargo Moorhead	M. Thompson	12/6/2019	100%	100%	100%	80%	100%	100%	100%	95%
12020	Hilton Garden Inn Chicago	L. Furmanek	12/13/2019	0%	75%	95%	100%	82%	100%	100%	94%
12020	Hilton Garden Inn Chicago	D. Shawver	12/30/2019	0%	86%	80%	100%	88%	100%	100%	93%



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Luke Cannon			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12019	Courtyard Fargo Moorhead	S. Braham	12/5/2019	0%	29%	100%	100%	82%	100%	100%	92%
12019	Courtyard Fargo Moorhead	L. Lilja	12/5/2019	0%	100%	94%	100%	56%	100%	100%	92%
12020	Hilton Garden Inn Chicago	I. Vargas	12/3/2019	0%	86%	88%	72%	100%	100%	100%	90%
12021	Hilton Garden Inn Fargo	A. Hornbacher	12/12/2019	100%	100%	74%	80%	100%	100%	100%	89%
12029	Hampton Inn Chicago Ros	S. Jani	12/3/2019	0%	29%	95%	80%	100%	100%	100%	89%
Region Totals			11	36%	82%	92%	92%	90%	99%	100%	93%
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	A. Leinen	12/20/2019	100%	100%	90%	100%	86%	100%	100%	96%
12039	SpringHill Suites Madison	A. Caldwell	12/16/2019	100%	100%	84%	100%	86%	100%	100%	95%
12027	Hampton Inn Madison Dwt	T. Khergamker	12/6/2019	100%	100%	80%	100%	71%	100%	100%	91%
12015	Hampton Inn & Suites Roc	M. Schimek	12/6/2019	100%	100%	84%	100%	65%	88%	100%	87%
12039	SpringHill Suites Madison	S. Murillo	12/9/2019	0%	88%	75%	80%	100%	88%	100%	86%
Region Totals			5	80%	97%	83%	96%	81%	95%	100%	91%
Russ Young			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12023	Hilton Garden Inn Ann Arb	P. Delaney	12/19/2019	0%	100%	100%	100%	100%	100%	100%	100%
12023	Hilton Garden Inn Ann Arb	O. Tyler	12/3/2019	0%	100%	100%	100%	93%	100%	100%	99%
12040	TownePlace Joliet South	J. Lorenz	12/17/2019	100%	100%	85%	100%	100%	100%	100%	97%
12001	Hampton Inn St Louis Dow	B. Webb	12/10/2019	0%	100%	100%	100%	76%	100%	100%	96%
12001	Hampton Inn St Louis Dow	S. Bushor	12/3/2019	100%	100%	80%	100%	79%	100%	100%	93%
12002	Hampton Inn & Suites St L	K. Louvier	12/3/2019	100%	100%	84%	80%	93%	100%	100%	90%
12001	Hampton Inn St Louis Dow	S. Shively	12/11/2019	0%	100%	100%	100%	24%	100%	100%	87%
Region Totals			7	43%	100%	93%	97%	79%	100%	100%	94%
Raymond Management Average			39	44%	91%	92%	96%	85%	98%	98%	94%