



# 85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail February, 2020

<b>Anton Rykov</b>			<b>Shop Date</b>	<b>Reach (info only)</b>	<b>Greeting</b>	<b>Qualification of Needs</b>	<b>Presentation</b>	<b>Handling Objections</b>	<b>Attempt to Close</b>	<b>Follow-up</b>	<b>Total Score</b>
12011	HGI Ft Worth Med Ctr	C. Thomas	2/6/2020	0%	100%	100%	100%	100%	100%	100%	100%
12011	HGI Ft Worth Med Ctr	H. Denton	2/14/2020	0%	100%	100%	100%	100%	100%	100%	100%
12030	Hampton Inn Ft Worth Dwtm	A. Smith	2/4/2020	0%	100%	100%	100%	100%	100%	100%	100%
12031	HGI Oklahoma City Brickto	J. Martin	2/14/2020	100%	100%	100%	100%	100%	100%	100%	100%
12032	HGI North Houston Spring	B. Romero	2/6/2020	100%	100%	100%	100%	100%	100%	100%	100%
12006	SpringHill Suites Houston,	G. Ruiz	2/24/2020	100%	100%	100%	100%	94%	100%	100%	99%
12036	Homewood Ft Worth Medic	K. Case	2/17/2020	100%	100%	90%	100%	100%	100%	100%	98%
12026	Hampton Inn N Houston Sp	M. Vergara	2/18/2020	100%	100%	90%	100%	100%	100%	100%	98%
12032	HGI North Houston Spring	T. Thorp	2/5/2020	0%	100%	100%	80%	100%	100%	100%	94%
12011	HGI Ft Worth Med Ctr	W. Richey	2/7/2020	0%	29%	100%	80%	93%	100%	100%	89%
12031	HGI Oklahoma City Brickto	J. Chastain	2/5/2020	100%	100%	95%	72%	65%	100%	100%	87%
<b>Region Totals</b>			<b>11</b>	<b>55%</b>	<b>93%</b>	<b>98%</b>	<b>94%</b>	<b>94%</b>	<b>100%</b>	<b>100%</b>	<b>97%</b>
<b>Frank Morris</b>			<b>Shop Date</b>	<b>Reach (info only)</b>	<b>Greeting</b>	<b>Qualification of Needs</b>	<b>Presentation</b>	<b>Handling Objections</b>	<b>Attempt to Close</b>	<b>Follow-up</b>	<b>Total Score</b>
12008	Homewood Suites by Hilton	H. Comstock	2/28/2020	0%	100%	100%	100%	100%	100%	100%	100%
12024	Hampton Inn Bentonville Ro	B. Sonnentag	2/11/2020	0%	100%	100%	100%	100%	100%	100%	100%
12028	Hampton Inn Portland Pearl	N. Elkins	2/14/2020	100%	100%	100%	100%	100%	100%	100%	100%
12010	Hampton Inn & Suites Boise	J. Thomas	2/5/2020	0%	100%	100%	100%	93%	100%	100%	99%
12028	Hampton Inn Portland Pearl	M. O'Donnell	2/5/2020	100%	100%	100%	100%	82%	100%	100%	97%
12010	Hampton Inn & Suites Boise	S. Fullerton	2/7/2020	100%	100%	95%	80%	100%	100%	100%	94%
12010	Hampton Inn & Suites Boise	G. Gabby	2/11/2020	100%	100%	100%	80%	94%	88%	100%	90%
12028	Hampton Inn Portland Pearl	J. Rippel	2/5/2020	100%	100%	100%	52%	100%	100%	100%	88%
<b>Region Totals</b>			<b>8</b>	<b>63%</b>	<b>100%</b>	<b>99%</b>	<b>89%</b>	<b>95%</b>	<b>99%</b>	<b>100%</b>	<b>96%</b>
<b>Luke Cannon</b>			<b>Shop Date</b>	<b>Reach (info only)</b>	<b>Greeting</b>	<b>Qualification of Needs</b>	<b>Presentation</b>	<b>Handling Objections</b>	<b>Attempt to Close</b>	<b>Follow-up</b>	<b>Total Score</b>
12019	Courtyard Fargo Moorhead,	B. Volk	2/7/2020	100%	100%	100%	100%	100%	100%	100%	100%
12020	Hilton Garden Inn Chicago	D. Shawver	2/14/2020	0%	100%	100%	100%	100%	100%	100%	100%
12021	Hilton Garden Inn Fargo	A. Hornbacher	2/5/2020	100%	100%	100%	100%	100%	100%	100%	100%



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Luke Cannon			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objections	Attempt to Close	Follow-up	Total Score
12021	Hilton Garden Inn Fargo	M. Peldo	2/4/2020	100%	100%	100%	100%	100%	100%	100%	100%
12029	Hampton Inn Chicago Rose	S. Jani	2/10/2020	0%	100%	100%	100%	100%	100%	100%	100%
12020	Hilton Garden Inn Chicago	I. Vargas	2/18/2020	0%	88%	95%	100%	100%	100%	100%	98%
12019	Courtyard Fargo Moorhead,	L. Lilja	2/12/2020	100%	100%	100%	100%	100%	88%	100%	97%
12020	Hilton Garden Inn Chicago	L. Furmanek	2/11/2020	0%	100%	75%	80%	100%	100%	100%	90%
12035	Home2 Milwaukee Airport	A. D'Angelo	2/12/2020	100%	100%	95%	100%	43%	92%	100%	88%
<b>Region Totals</b>			<b>9</b>	<b>56%</b>	<b>98%</b>	<b>96%</b>	<b>98%</b>	<b>93%</b>	<b>98%</b>	<b>100%</b>	<b>97%</b>
Matt Landgraf			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objections	Attempt to Close	Follow-up	Total Score
12027	Hampton Inn Madison Dwtm	Z. Gillis	2/7/2020	0%	100%	100%	100%	100%	100%	100%	100%
12045	Springhill Suites St Paul	A. Hart	2/24/2020	100%	100%	100%	100%	100%	100%	100%	100%
12027	Hampton Inn Madison Dwtm	I. Dozier	2/26/2020	100%	86%	100%	100%	100%	100%	100%	99%
12039	SpringHill Suites Madison	A. Leinen	2/7/2020	100%	100%	95%	100%	86%	100%	100%	97%
12039	SpringHill Suites Madison	S. Murillo	2/19/2020	0%	100%	76%	100%	93%	100%	100%	94%
12015	Hampton Inn & Suites Roch	M. Schimek	2/6/2020	0%	88%	95%	100%	100%	80%	100%	92%
12027	Hampton Inn Madison Dwtm	T. Khergamker	2/6/2020	0%	100%	100%	72%	43%	100%	100%	85%
<b>Region Totals</b>			<b>7</b>	<b>43%</b>	<b>96%</b>	<b>96%</b>	<b>96%</b>	<b>87%</b>	<b>97%</b>	<b>100%</b>	<b>95%</b>
Russ Young			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objections	Attempt to Close	Follow-up	Total Score
12001	Hampton Inn St Louis Down	S. Shively	2/6/2020	0%	100%	95%	100%	100%	100%	100%	99%
12023	Hilton Garden Inn Ann Arbo	P. Delaney	2/18/2020	0%	100%	95%	100%	100%	100%	100%	99%
12001	Hampton Inn St Louis Down	B. Webb	2/7/2020	0%	88%	95%	100%	100%	100%	100%	98%
12034	Home2 Joliet Plainfield	J. Lorenz	2/21/2020	100%	100%	95%	100%	93%	100%	100%	98%
12040	TownePlace Joliet South	K. Young	2/11/2020	100%	100%	100%	100%	100%	88%	100%	97%
12001	Hampton Inn St Louis Down	S. Bushor	2/7/2020	0%	100%	90%	72%	93%	100%	100%	90%
12023	Hilton Garden Inn Ann Arbo	S. Burton	2/11/2020	100%	100%	100%	80%	79%	88%	100%	88%
12002	Hampton Inn & Suites St Lo	K.Louvier	2/14/2020	0%	29%	94%	80%	100%	100%	50%	85%
<b>Region Totals</b>			<b>8</b>	<b>38%</b>	<b>89%</b>	<b>95%</b>	<b>92%</b>	<b>96%</b>	<b>97%</b>	<b>92%</b>	<b>94%</b>



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<b>Raymond Management Average</b>	43	51%	95%	97%	94%	93%	98%	98%	96%
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