



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

Sales Person Detail January, 2020

<b>Anton Rykov</b>			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12011	HGI Ft Worth Med Ctr	H. Denton	1/14/2020	0%	100%	100%	100%	100%	100%	100%	100%
12030	Hampton Inn Ft Worth Dwt	A. Smith	1/16/2020	0%	100%	100%	100%	100%	100%	100%	100%
12032	HGI North Houston Spring	B. Romero	1/8/2020	100%	100%	100%	100%	100%	100%	100%	100%
12006	SpringHill Suites Houston,	G. Ruiz	1/15/2020	100%	100%	100%	100%	94%	100%	100%	99%
12009	Hampton Inn & Suites Okla	R. McCart	1/14/2020	0%	100%	95%	100%	100%	100%	100%	99%
12030	Hampton Inn Ft Worth Dwt	J. Stephens	1/15/2020	0%	100%	100%	100%	100%	100%	50%	97%
12032	HGI North Houston Spring	T. Thorp	1/24/2020	100%	100%	90%	100%	81%	100%	100%	95%
12037	Homewood OKC Bricktown	K. Bentley	1/20/2020	0%	100%	85%	100%	100%	92%	100%	94%
12011	HGI Ft Worth Med Ctr	C. Thomas	1/14/2020	0%	100%	100%	100%	43%	92%	100%	90%
12031	HGI Oklahoma City Brickto	J. Chastain	1/17/2020	0%	100%	89%	80%	64%	100%	100%	87%
12036	Homewood Ft Worth Medic	K. Case	1/7/2020	100%	100%	75%	100%	53%	88%	100%	82%
12031	HGI Oklahoma City Brickto	J. Martin	1/17/2020	100%	100%	100%	100%	86%	8%	100%	73%
12026	Hampton Inn N Houston Sp	M. Vergara	1/10/2020	0%	83%	47%	72%	6%	100%	100%	66%
12011	HGI Ft Worth Med Ctr	W. Richey	1/17/2020	100%	100%	84%	80%	86%	12%	100%	66%
12030	Hampton Inn Ft Worth Dwt	J. Bass	1/15/2020	100%	100%	30%	24%	57%	0%	100%	28%
<b>Region Totals</b>			<b>15</b>	<b>47%</b>	<b>99%</b>	<b>86%</b>	<b>90%</b>	<b>75%</b>	<b>79%</b>	<b>95%</b>	<b>85%</b>
<b>Frank Morris</b>			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12028	Hampton Inn Portland Pearl	J. Rippel	1/17/2020	0%	86%	100%	100%	93%	100%	100%	98%
12028	Hampton Inn Portland Pearl	M. O'Donnell	1/9/2020	100%	100%	100%	100%	86%	100%	100%	98%
12041	TownePlace Kansas City Li	B. Childress	1/10/2020	100%	100%	100%	100%	94%	88%	100%	96%
12010	Hampton Inn & Suites Bois	J. Thomas	1/6/2020	100%	100%	95%	100%	79%	100%	100%	96%
12010	Hampton Inn & Suites Bois	S. Fullerton	1/17/2020	0%	100%	100%	80%	100%	100%	100%	95%
12010	Hampton Inn & Suites Bois	G. Gabby	1/8/2020	100%	100%	100%	100%	100%	20%	100%	79%
12028	Hampton Inn Portland Pearl	N. Elkins	1/17/2020	0%	100%	67%	24%	23%	88%	100%	60%
12007	Hampton Inn Kansas City,	L. K. Hall	1/17/2020	0%	29%	72%	72%	86%	0%	50%	51%
12038	Residence Inn Bentonville	R. B. Sonnentag	1/9/2020	50%	100%	60%	52%	71%	0%	50%	48%



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Frank Morris	Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
<b>Region Totals</b>	<b>9</b>	<b>50%</b>	<b>91%</b>	<b>88%</b>	<b>81%</b>	<b>82%</b>	<b>66%</b>	<b>87%</b>	<b>80%</b>
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, B. Volk	1/24/2020	100%	100%	100%	100%	100%	100%	100%	100%
12021 Hilton Garden Inn Fargo A. Hornbacher	1/22/2020	100%	100%	100%	100%	100%	100%	100%	100%
12029 Hampton Inn Chicago Rose S. Jani	1/20/2020	0%	100%	100%	100%	100%	100%	100%	100%
12033 Home2 Fargo S. Blair	1/14/2020	0%	100%	95%	100%	100%	100%	100%	99%
12021 Hilton Garden Inn Fargo M. Peldo	1/9/2020	0%	100%	100%	100%	93%	100%	100%	99%
12035 Home2 Milwaukee Airport A. D'Angelo	1/14/2020	0%	100%	95%	100%	79%	100%	100%	96%
12020 Hilton Garden Inn Chicago I. Vargas	1/22/2020	0%	100%	100%	100%	71%	100%	100%	95%
12020 Hilton Garden Inn Chicago D. Shawver	1/17/2020	0%	100%	100%	100%	65%	100%	100%	94%
12020 Hilton Garden Inn Chicago L. Furmanek	1/16/2020	0%	100%	100%	100%	18%	100%	100%	86%
12014 Hilton Garden Inn Milwaukee J. Wagner	1/9/2020	0%	0%	100%	100%	65%	20%	100%	71%
12019 Courtyard Fargo Moorhead, L. Lilja	1/10/2020	100%	100%	35%	24%	7%	0%	100%	25%
12014 Hilton Garden Inn Milwaukee J. Paetzke	1/14/2020	0%	29%	0%	0%	0%	0%	0%	2%
<b>Region Totals</b>	<b>12</b>	<b>25%</b>	<b>93%</b>	<b>85%</b>	<b>85%</b>	<b>68%</b>	<b>77%</b>	<b>90%</b>	<b>82%</b>
Matt Landgraf	Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12027 Hampton Inn Madison Dwn Z. Gillis	1/7/2020	0%	100%	100%	100%	88%	100%	100%	98%
12027 Hampton Inn Madison Dwn T. Khergamker	1/14/2020	100%	100%	95%	100%	93%	100%	100%	98%
12045 SpringHill Suites Saint Paul A. Hart	1/16/2020	0%	100%	100%	100%	71%	100%	100%	95%
12015 Hampton Inn & Suites Roch M. Schimek	1/22/2020	100%	100%	82%	100%	94%	88%	100%	93%
12039 SpringHill Suites Madison A. Leinen	1/16/2020	0%	100%	80%	100%	71%	92%	100%	89%
12039 SpringHill Suites Madison S. Murrillo	1/17/2020	0%	100%	70%	100%	79%	92%	100%	89%
12027 Hampton Inn Madison Dwn I. Dozier	1/16/2020	100%	100%	82%	80%	100%	88%	100%	88%
12044 Springhill Suites St Paul L. Adleta	1/29/2020	0%	100%	50%	52%	71%	0%	100%	48%
12039 SpringHill Suites Madison A. Caldwell	1/16/2020	100%	100%	33%	52%	0%	0%	100%	41%



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<b>Matt Landgraf</b>	<b>Shop Date</b>	<b>Reach (info only)</b>	<b>Greeting</b>	<b>Qualification of Needs</b>	<b>Presentation</b>	<b>Handling Objection</b>	<b>Attempt to Close</b>	<b>Follow-up</b>	<b>Total Score</b>
<b>Region Totals</b>	<b>9</b>	<b>44%</b>	<b>100%</b>	<b>77%</b>	<b>87%</b>	<b>74%</b>	<b>81%</b>	<b>100%</b>	<b>83%</b>
<b>Russ Young</b>	<b>Shop Date</b>	<b>Reach (info only)</b>	<b>Greeting</b>	<b>Qualification of Needs</b>	<b>Presentation</b>	<b>Handling Objection</b>	<b>Attempt to Close</b>	<b>Follow-up</b>	<b>Total Score</b>
12001 Hampton Inn St Louis Down S. Bushor	1/14/2020	0%	100%	100%	100%	100%	100%	100%	100%
12023 Hilton Garden Inn Ann Arbo O. Tyler	1/22/2020	0%	100%	100%	100%	100%	100%	100%	100%
12023 Hilton Garden Inn Ann Arbo P. Delaney	1/7/2020	100%	100%	100%	100%	100%	100%	100%	100%
12022 TownePlace Suites Ann Arb V. Gilmore	1/23/2020	0%	100%	100%	100%	93%	100%	100%	99%
12001 Hampton Inn St Louis Down B. Webb	1/24/2020	0%	100%	100%	100%	82%	100%	100%	97%
12040 TownePlace Joliet South K. Young	1/21/2020	100%	100%	100%	100%	82%	100%	100%	97%
12034 Home2 Joliet Plainfield J. Lorenz	1/13/2020	100%	100%	85%	100%	100%	100%	100%	97%
12002 Hampton Inn & Suites St Lo K. Louvier	1/10/2020	0%	88%	100%	100%	79%	88%	100%	93%
12001 Hampton Inn St Louis Down S. Shively	1/14/2020	0%	100%	85%	80%	100%	100%	100%	92%
12023 Hilton Garden Inn Ann Arbo S. Burton	1/16/2020	100%	100%	82%	52%	93%	100%	100%	82%
12025 AC Hotel Cincinnati Liberty S. Thomas	1/14/2020	0%	29%	55%	80%	71%	88%	50%	70%
12025 AC Hotel Cincinnati Liberty L. Law	1/17/2020	0%	14%	40%	32%		0%	50%	24%
<b>Region Totals</b>	<b>12</b>	<b>33%</b>	<b>86%</b>	<b>87%</b>	<b>88%</b>	<b>90%</b>	<b>90%</b>	<b>90%</b>	<b>88%</b>
<b>Raymond Management Average</b>	<b>57</b>	<b>39%</b>	<b>94%</b>	<b>85%</b>	<b>87%</b>	<b>78%</b>	<b>79%</b>	<b>92%</b>	<b>84%</b>