



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail March, 2020

Anton Rykov			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objections	Attempt to Close	Follow-up	Total Score
12011	HGI Ft Worth Med Ctr	C. Thomas	3/6/2020	0%	100%	100%	100%	100%	100%	100%	100%
12006	SpringHill Suites Houston,	G. Ruiz	3/4/2020	0%	100%	100%	100%	94%	100%	100%	99%
12026	Hampton Inn N Houston Spr	M. Vergara	3/4/2020	0%	100%	94%	100%	100%	100%	100%	99%
12030	Hampton Inn Ft Worth Dwt	n A. Smith	3/6/2020	0%	100%	90%	100%	100%	100%	100%	98%
12009	Hampton Inn & Suites Okla	R. McCart	3/3/2020	0%	100%	95%	100%	71%	100%	100%	94%
12031	HGI Oklahoma City Brickto	J. Chastain	3/5/2020	100%	100%	100%	100%	59%	100%	100%	92%
12036	Homewood Ft Worth Medic	K. Case	3/2/2020	0%	100%	90%	100%	79%	88%	100%	91%
12011	HGI Ft Worth Med Ctr	W. Richey	3/3/2020	100%	100%	95%	80%	71%	100%	100%	89%
Region Totals			8	25%	100%	95%	98%	82%	99%	100%	95%
Frank Morris			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objections	Attempt to Close	Follow-up	Total Score
12010	Hampton Inn & Suites Boise	J. Thomas	3/4/2020	100%	100%	100%	100%	100%	100%	100%	100%
12028	Hampton Inn Portland Pearl	J. Rippel	3/6/2020	0%	83%	100%	100%	94%	100%	100%	98%
12024	Hampton Inn Bentonville Ro	B. Sonnentag	3/3/2020	0%	100%	95%	100%	79%	100%	100%	96%
12008	Homewood Suites by Hilton	H. Comstock	3/11/2020	100%	100%	95%	100%	79%	100%	100%	96%
12028	Hampton Inn Portland Pearl	M. O'Donnell	3/6/2020	0%	100%	100%	80%	100%	100%	100%	95%
12041	TownePlace Kansas City Li	B. Childress	3/2/2020	100%	100%	100%	100%	71%	100%	100%	95%
Region Totals			6	50%	98%	98%	97%	85%	100%	100%	96%
Luke Cannon			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objections	Attempt to Close	Follow-up	Total Score
12019	Courtyard Fargo Moorhead,	B. Volk	3/6/2020	100%	100%	100%	100%	100%	100%	100%	100%
12020	Hilton Garden Inn Chicago	D. Shawver	3/6/2020	0%	100%	100%	100%	100%	100%	100%	100%
12021	Hilton Garden Inn Fargo	A. Hornbacher	3/4/2020	50%	100%	100%	100%	100%	100%	100%	100%
12035	Home2 Milwaukee Airport	A. D'Angelo	3/5/2020	0%	100%	100%	100%	93%	100%	100%	99%
12017	Hampton Inn N. Shores Sko	G. Guerrero	3/11/2020	0%	88%	94%	100%	100%	100%	100%	98%
12014	Hilton Garden Inn Milwauke	J. Wagner	3/4/2020	100%	100%	95%	100%	93%	100%	100%	98%
12019	Courtyard Fargo Moorhead,	L. Lilja	3/6/2020	0%	88%	88%	100%	100%	100%	100%	97%
12014	Hilton Garden Inn Milwauke	J. Acevedo	3/6/2020	100%	100%	90%	100%	94%	100%	100%	97%



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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
Region Totals	8	44%	97%	96%	100%	97%	100%	100%	99%
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 T. Khergamker	3/5/2020	100%	100%	100%	100%	100%	100%	100%	100%
12045 Springhill Suites St Paul A. Hart	3/5/2020	0%	100%	100%	100%	94%	100%	100%	99%
12039 SpringHill Suites Madison A. Leinen	3/4/2020	100%	100%	100%	100%	94%	88%	100%	96%
12027 Hampton Inn Madison Dwtm Z. Gillis	3/4/2020	0%	88%	100%	100%	93%	88%	100%	95%
12015 Hampton Inn & Suites Roch M. Schimek	3/4/2020	0%	100%	85%	100%	94%	88%	100%	93%
12027 Hampton Inn Madison Dwtm I. Dozier	3/9/2020	100%	100%	100%	100%	0%	100%	100%	85%
Region Totals	6	50%	98%	97%	100%	81%	94%	100%	95%
Russ Young	Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objections	Attempt to Close	Follow-up	Total Score
12034 Home2 Joliet Plainfield K. Young	3/6/2020	100%	100%	100%	100%	100%	100%	100%	100%
12022 TownePlace Suites Ann Arb V. Gilmore	3/3/2020	100%	100%	95%	100%	100%	100%	100%	99%
12023 Hilton Garden Inn Ann Arbo O. Tyler	3/5/2020	0%	88%	100%	100%	100%	100%	100%	99%
12040 TownePlace Joliet South J. Lorenz	3/2/2020	0%	100%	100%	100%	86%	100%	100%	98%
12025 AC Hotel Cincinnati Liberty L. Law	3/4/2020	100%	100%	90%	100%	93%	100%	100%	97%
12023 Hilton Garden Inn Ann Arbo P. Delaney	3/4/2020	0%	88%	100%	80%	100%	100%	100%	94%
12001 Hampton Inn St Louis Down S. Bushor	3/6/2020	0%	29%	100%	100%	100%	100%	50%	92%
12001 Hampton Inn St Louis Down S. Shively	3/5/2020	0%	100%	80%	80%	100%	100%	100%	91%
12023 Hilton Garden Inn Ann Arbo S. Burton	3/5/2020	100%	100%	100%	52%	100%	100%	100%	87%
Region Totals	9	44%	89%	96%	90%	98%	100%	92%	95%
Raymond Management Average	37	42%	96%	97%	97%	89%	99%	98%	96%