



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail November, 2019

Anton Rykov		Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12006	SpringHill Suites Houston, G. Ruiz	11/6/2019	0%	100%	100%	100%	100%	100%	100%	100%
12032	HGI North Houston Spring B. Romero	11/5/2019	0%	100%	100%	100%	100%	100%	100%	100%
12030	Hampton Inn Ft Worth Dwt A. Williams	11/7/2019	0%	83%	100%	100%	100%	100%	100%	99%
12030	Hampton Inn Ft Worth Dwt A. Smith	11/15/2019	0%	75%	100%	100%	100%	100%	100%	98%
12026	Hampton Inn N Houston S M. Vergara	11/12/2019	100%	100%	80%	100%	100%	100%	100%	96%
12009	Hampton Inn & Suites Okl R. McCart	11/14/2019	0%	88%	100%	100%	71%	100%	100%	95%
12030	Hampton Inn Ft Worth Dwt J. Bass	11/18/2019	100%	100%	100%	80%	100%	100%	100%	94%
12011	Hilton Garden Inn Ft Worth W. Richey	11/6/2019	100%	100%	84%	80%	100%	100%	100%	91%
12011	Hilton Garden Inn Ft Worth H. Denton	11/22/2019	0%	29%	100%	100%	100%	100%	50%	91%
12011	Hilton Garden Inn Ft Worth C. Thomas	11/12/2019	0%	100%	85%	80%	100%	100%	100%	91%
12031	HGI Oklahoma City Brickto J. Martin	11/15/2019	0%	100%	84%	80%	100%	88%	100%	89%
Region Totals		11	27%	88%	94%	93%	97%	99%	94%	95%
Frank Morris		Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12041	TownePlace Kansas City L B. Childress	11/5/2019	100%	100%	75%	80%	93%	88%	100%	85%
Region Totals		1	100%	100%	75%	80%	93%	88%	100%	85%
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 A. Hornbacher	11/12/2019	100%	100%	100%	100%	100%	100%	100%	100%
12021	Hilton Garden Inn Fargo S. Bond	11/5/2019	100%	100%	100%	100%	100%	100%	100%	100%
12014	Hilton Garden Inn Milwauk J. Wagner	11/13/2019	0%	88%	100%	100%	100%	100%	100%	99%
12021	Hilton Garden Inn Fargo M. Peldo	11/8/2019	100%	100%	100%	100%	86%	100%	100%	98%
12019	Courtyard Fargo Moorhead M. Thompson	11/14/2019	100%	100%	95%	80%	100%	100%	100%	94%
12019	Courtyard Fargo Moorhead S. Braham	11/25/2019	100%	100%	82%	100%		92%	100%	94%
12020	Hilton Garden Inn Chicago I. Vargas	11/8/2019	0%	86%	95%	100%	69%	100%	100%	93%
12024	Hampton Inn Bentonville R B. Sonnentag	11/5/2019	0%	88%	100%	80%	86%	100%	100%	92%
12035	Home2 Milwaukee Airport A. D'Angelo	11/12/2019	100%	100%	85%	80%	100%	100%	100%	92%
12029	Hampton Inn Chicago Ros S. Jani	11/20/2019	100%	100%	100%	80%	79%	100%	100%	91%



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Region Totals				10	70%	96%	96%	92%	90%	99%	100%	95%
Matt Landgraf				Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12001	Hampton Inn St Louis Dow	B. Webb		11/8/2019	100%	100%	95%	100%	100%	100%	100%	99%
12001	Hampton Inn St Louis Dow	S. Shively		11/14/2019	100%	100%	100%	100%	93%	88%	100%	96%
12027	Hampton Inn & Suites Mad	I. Dozier		11/8/2019	0%	100%	95%	100%	79%	92%	100%	94%
12001	Hampton Inn St Louis Dow	S. Bushor		11/12/2019	100%	100%	90%	100%	88%	88%	100%	93%
12039	SpringHill Suites Madison	S. Murillo		11/19/2019	0%	100%	90%	100%	79%	92%	100%	93%
12039	SpringHill Suites Madison	A. Caldwell		11/14/2019	100%	100%	100%	80%	93%	88%	100%	90%
12027	Hampton Inn & Suites Mad	T. Khergamker		11/5/2019	100%	100%	100%	72%	93%	88%	100%	88%
Region Totals				7	71%	100%	96%	93%	88%	91%	100%	93%
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		11/5/2019	0%	100%	100%	100%	100%	100%	100%	100%
12028	Hampton Inn Portland Pea	J. Rippel		11/19/2019	100%	100%	100%	100%	100%	100%	100%	100%
12028	Hampton Inn Portland Pea	N. Elkins		11/12/2019	100%	100%	100%	100%	100%	100%	100%	100%
12023	Hilton Garden Inn Ann Arb	O. Tyler		11/6/2019	0%	88%	100%	100%	100%	100%	100%	99%
12034	Home2 Joliet Plainfield	K. Young		11/11/2019	100%	100%	100%	100%	93%	100%	100%	99%
12028	Hampton Inn Portland Pea	M. O'Donnell		11/14/2019	100%	100%	95%	100%	86%	100%	100%	97%
12010	Hampton Inn & Suites Bois	J. Thomas		11/5/2019	100%	100%	100%	100%	64%	100%	100%	95%
12010	Hampton Inn & Suites Bois	G. Gabby		11/5/2019	0%	86%	100%	80%	100%	100%	100%	93%
12022	TownePlace Suites Ann Ar	V Gilmore		11/12/2019	100%	100%	100%	100%	53%	88%	100%	89%
12010	Hampton Inn & Suites Bois	S. Fullerton		11/15/2019	0%	86%	80%	80%	86%	100%	100%	88%
12040	TownePlace Joliet South	J. Lorenz		11/21/2019	100%	100%	75%	80%		100%	100%	87%
Region Totals				11	64%	96%	95%	94%	86%	99%	100%	95%
Raymond Management Average				40	58%	95%	95%	93%	91%	97%	98%	94%