



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail October, 2019

Anton Rykov			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12030	Hampton Inn Ft Worth Dwt	A. Smith	10/22/2019	0%	100%	100%	100%	100%	100%	100%	100%
12032	HGI North Houston Spring	B. Romero	10/10/2019	0%	100%	100%	100%	100%	100%	100%	100%
12026	Hampton Inn N Houston S	M. Vergara	10/11/2019	0%	100%	95%	100%	88%	100%	100%	97%
12011	Hilton Garden Inn Ft Worth	C. Thomas	10/11/2019	100%	100%	100%	100%	82%	100%	100%	97%
12011	Hilton Garden Inn Ft Worth	W. Richey	10/4/2019	100%	100%	100%	100%	86%	92%	100%	96%
12030	Hampton Inn Ft Worth Dwt	A. Williams	10/7/2019	0%	86%	100%	80%	93%	100%	100%	93%
12031	HGI Oklahoma City Brickto	J. Martin	10/9/2019	100%	100%	100%	100%	65%	88%	100%	91%
12032	HGI North Houston Spring	T. Thorp	10/9/2019	0%	100%	74%	80%	100%	100%	100%	90%
12030	Hampton Inn Ft Worth Dwt	J. Stephens	10/16/2019	0%	86%	82%	80%	92%	100%	100%	89%
12009	Hampton Inn & Suites Okl	M. Jones	10/3/2019	100%	100%	75%	80%	100%	88%	100%	87%
Region Totals			10	40%	97%	93%	92%	90%	97%	100%	94%
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	L. Lilja	10/10/2019	0%	100%	100%	100%	100%	100%	100%	100%
12021	Hilton Garden Inn Fargo	S. Bond	10/9/2019	0%	86%	100%	100%	100%	100%	100%	99%
12021	Hilton Garden Inn Fargo	M. Peldo	10/11/2019	0%	100%	85%	100%	100%	100%	100%	97%
12020	Hilton Garden Inn Chicago	L. Furmanek	10/22/2019	0%	86%	90%	100%	93%	100%	100%	96%
12033	Home2 Fargo	S. Blair	10/4/2019	100%	100%	94%	100%	100%	88%	100%	96%
12020	Hilton Garden Inn Chicago	I. Vargas	10/24/2019	0%	86%	80%	100%	100%	100%	100%	95%
12024	Hampton Inn Bentonville R	B. Sonnentag	10/9/2019	0%	100%	100%	100%	57%	100%	100%	94%
12021	Hilton Garden Inn Fargo	A. Hornbacher	10/11/2019	0%	86%	100%	80%	100%	100%	100%	94%
12035	Home2 Milwaukee Airport	A. D'Angelo	10/24/2019	100%	100%	100%	80%	93%	100%	100%	93%
12014	Hilton Garden Inn Milwauk	J. Paetzke	10/8/2019	0%	100%	75%	80%		100%	100%	88%
12014	Hilton Garden Inn Milwauk	J. Wagner	10/7/2019	100%	100%	70%	80%	93%	100%	100%	87%
12017	Hampton Inn & Suites Chic	B. Hernandez	10/8/2019	0%	100%	75%	100%	71%	88%	100%	87%
12019	Courtyard Fargo Moorhead	S. Braham	10/10/2019	0%	100%	85%	80%	71%	100%	100%	87%
12029	Hampton Inn Chicago Ros	S. Jani	10/11/2019	0%	88%	88%	80%	82%	88%	100%	86%



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Region Totals	14	21%	95%	88%	91%	88%	97%	100%	93%
Matt Landgraf	Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12027 Hampton Inn & Suites Mad A. Hart	10/2/2019	0%	100%	100%	100%	94%	100%	100%	99%
12001 Hampton Inn St Louis Dow B. Webb	10/10/2019	0%	100%	100%	100%	100%	92%	100%	98%
12001 Hampton Inn St Louis Dow S. Shively	10/3/2019	0%	100%	100%	100%	100%	88%	100%	97%
12001 Hampton Inn St Louis Dow S. Bushor	10/10/2019	0%	86%	100%	100%	92%	88%	100%	95%
12039 SpringHill Suites Madison A. Leinen	10/23/2019	100%	100%	95%	100%	100%	80%	100%	94%
12027 Hampton Inn & Suites Mad I. Dozier	10/11/2019	0%	25%	95%	100%	94%	100%	50%	89%
12015 Hampton Inn & Suites Roc M. Schimek	10/8/2019	100%	86%	90%	100%	23%	100%	100%	86%
12002 Hampton Inn & Suites St L K. Louvier	10/9/2019	100%	100%	100%	80%	65%	88%	100%	86%
Region Totals	8	38%	86%	97%	98%	85%	92%	93%	93%
Russ Young	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	10/18/2019	100%	100%	100%	100%	93%	100%	100%	99%
12010 Hampton Inn & Suites Bois J. Thomas	10/7/2019	100%	100%	95%	100%	100%	100%	100%	99%
12028 Hampton Inn Portland Pea M. O'Donnell	10/10/2019	0%	86%	100%	100%	100%	100%	100%	99%
12034 Home2 Joliet Plainfield K. Young	10/10/2019	0%	86%	90%	100%	100%	100%	100%	97%
12028 Hampton Inn Portland Pea J. Rippel	10/3/2019	100%	100%	100%	100%	76%	100%	100%	96%
12023 Hilton Garden Inn Ann Arb O. Tyler	10/3/2019	0%	100%	89%	100%	79%	100%	100%	95%
12022 TownePlace Suites Ann Ar N. Gilmore	10/16/2019	100%	100%	80%	100%	79%	100%	100%	92%
12023 Hilton Garden Inn Ann Arb P. Delaney	10/11/2019	0%	29%	100%	100%	100%	100%	50%	91%
12010 Hampton Inn & Suites Bois G. Gabby	10/18/2019	100%	100%	100%	100%	64%	88%	100%	91%
12040 TownePlace Joliet South J. Lorenz	10/10/2019	0%	88%	80%	80%	100%	100%	100%	90%
12010 Hampton Inn & Suites Bois S. Fullerton	10/11/2019	0%	100%	72%	80%	100%	88%	100%	86%
Region Totals	11	45%	89%	92%	96%	90%	98%	94%	94%
Raymond Management Average	43	35%	92%	92%	94%	88%	96%	97%	93%