



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail September, 2019

Anton Rykov			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12011	Hilton Garden Inn Ft Worth	C. Thomas	9/19/2019	100%	100%	100%	100%	100%	100%	100%	100%
12030	Hampton Inn Ft Worth Dwt	A. Smith	9/11/2019	0%	86%	100%	100%	100%	100%	100%	99%
12032	HGI North Houston Spring	B. Romero	9/20/2019	100%	100%	100%	100%	94%	100%	100%	99%
12036	Homewood Ft Worth Medi	K. Case	9/27/2019	0%	100%	90%	100%	94%	100%	100%	97%
12011	Hilton Garden Inn Ft Worth	W. Richey	9/12/2019	100%	100%	100%	100%	71%	100%	100%	95%
12030	Hampton Inn Ft Worth Dwt	A. Williams	9/4/2019	0%	75%	100%	100%	79%	92%	100%	93%
12009	Hampton Inn & Suites Okl	R. McCart	9/20/2019	0%	86%	100%	100%	79%	80%	100%	91%
12032	HGI North Houston Spring	T. Thorp	9/24/2019	0%	100%	90%	80%	100%	88%	100%	90%
12006	SpringHill Suites Houston,	G. Ruiz	9/17/2019	0%	86%	100%	80%	100%	88%	100%	90%
Region Totals			9	33%	92%	98%	96%	90%	94%	100%	95%
Luke Cannon			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12020	Hilton Garden Inn Chicago	L. Furmanek	9/11/2019	0%	100%	100%	100%	100%	100%	100%	100%
12033	Home2 Fargo	S. Blair	9/25/2019	100%	100%	100%	100%	100%	100%	100%	100%
12020	Hilton Garden Inn Chicago	I. Vargas	9/13/2019	0%	86%	100%	100%	100%	100%	100%	99%
12019	Courtyard Fargo Moorhead	B. Volk	9/13/2019	100%	100%	100%	100%	86%	100%	100%	98%
12008	Homewood Suites by Hilto	B. Sonnentag	9/25/2019	100%	100%	95%	100%	100%	88%	100%	95%
12021	Hilton Garden Inn Fargo	S. Bond	9/4/2019	100%	100%	95%	100%	65%	100%	100%	93%
12021	Hilton Garden Inn Fargo	A. Hornbacher	9/17/2019	100%	100%	76%	100%	82%	100%	100%	93%
12021	Hilton Garden Inn Fargo	M. Peldo	9/3/2019	100%	100%	95%	80%	71%	100%	100%	89%
12017	Hampton Inn & Suites Chic	B. Hernandez	9/19/2019	100%	100%	70%	100%	86%	88%	100%	88%
Region Totals			9	78%	98%	93%	98%	85%	97%	100%	95%
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	9/16/2019	100%	100%	95%	100%	100%	100%	100%	99%
12027	Hampton Inn & Suites Mad	Z. Gillis	9/12/2019	0%	100%	100%	100%	93%	88%	100%	96%
12014	Hilton Garden Inn Milwauk	J. Paetzke	9/12/2019	0%	75%	90%	100%	93%	100%	100%	95%
12001	Hampton Inn St Louis Dow	S. Bushor	9/12/2019	100%	100%	100%	100%	94%	80%	100%	93%



85% and Over Manager Shop Score Report Comparisons by Skill

Sales Person Detail September, 2019

Matt Landgraf			Shop Date	Reach (info only)	Greeting	Qualification of Needs	Presentation	Handling Objection	Attempt to Close	Follow-up	Total Score
12015	Hampton Inn & Suites Roc	M. Schimek	9/4/2019	100%	100%	90%	100%	79%	88%	100%	92%
12014	Hilton Garden Inn Milwauk	J. Wagner	9/11/2019	0%	86%	95%	72%	86%	92%	100%	88%
12014	Hilton Garden Inn Milwauk	A. Ruiz-Moreno	9/4/2019	100%	100%	100%	80%	56%	92%	100%	85%
Region Totals			7	57%	94%	96%	94%	86%	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	9/13/2019	0%	100%	100%	100%	93%	100%	100%	99%
12028	Hampton Inn Portland Pea	M. O'Donnell	9/11/2019	100%	86%	100%	100%	94%	100%	100%	98%
12028	Hampton Inn Portland Pea	N. Elkins	9/17/2019	0%	86%	100%	100%	100%	92%	100%	97%
12034	Home2 Joliet Plainfield	J. Lorenz	9/11/2019	0%	86%	100%	100%	100%	88%	100%	96%
12010	Hampton Inn & Suites Bois	G. Gabby	9/19/2019	100%	100%	100%	80%	100%	100%	100%	95%
12028	Hampton Inn Portland Pea	J. Rippel	9/13/2019	100%	100%	100%	100%	71%	100%	100%	95%
12022	TownePlace Suites Ann Ar	V. Gilmore	9/4/2019	0%	100%	95%	100%	76%	88%	100%	92%
12040	TownePlace Joliet South	K. Young	9/12/2019	0%	100%	88%	100%	81%	88%	100%	92%
12023	Hilton Garden Inn Ann Arb	O. Tyler	9/13/2019	100%	100%	80%	100%	86%	92%	100%	91%
Region Totals			9	44%	95%	96%	98%	88%	94%	100%	95%
Raymond Management Average			34	53%	95%	95%	96%	87%	94%	100%	94%