

# 85% and Over Shop Score Report Comparisons by Skill

**Sales Person Detail - 1st Quarter - March, 2020**

<b>All Hotels</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>
4099 Marriot Salt Lake City U T. Koukoulis	1/7/2020	0%	100%	100%	100%	100%	100%	100%	100%
<b>Hostmark Hospitality Group Average</b>	1	0%	100%	100%	100%	100%	100%	100%	100%