

## Benefits Summary:

This is much like a partner report card. It provides information on what the bureau is doing for you, such as:

### Leads:

1. The Leads section shows the following for hotels, in response to Convention Sales and/or Group Tour and Media/PR Leads distributed to them:

- a. Number of Leads Pending
- b. Number of Assists
- c. Number of Leads Won
- d. Number of Leads Lost to another City
- e. Number of Leads Lost to Another Property
- f. Number of Leads Won, but Cancelled

2. If one of the breakouts is underlined, you can click on it to view details – the specific leads that fall under that definition

Click on any section in first column to see a detailed report

Meeting Sales		
<u>Total Number of Leads Sent</u>	1	-
Number of Leads Pending	0	0.00%
Number of Assists	0	0.00%
Number of Leads Won	1	100.00%
Number of Leads Lost to Another City	0	0.00%
Number of Leads Lost to Another Property	0	0.00%
Number of Leads Won, but Cancelled	0	0.00%

  

Tour/Travel		
<u>Total Number of Leads Sent</u>	1	-
Number of Leads Pending	1	100.00%
Number of Assists	0	0.00%
Number of Leads Won	0	0.00%
Number of Leads Lost to Another City	0	0.00%
Number of Leads Lost to Another Property	0	0.00%
Number of Leads Won, but Cancelled	0	0.00%

  

Media/PR		
<u>Total Number of Leads Sent</u>	0	-