



**Who:** All Newport Sales Teams Challenge

**What:** Q1 Sales Promotion Theme – March Madness

\$300 to the winning Team or Winning Sales Person

**Where:** Every Sales office territory in the portfolio. The 'game' is played by conducting a Sales Blitz during the week of the contest. The Blitz can consist of outside Sales Calls, Completed Sales Phone Calls, Successful Email Campaigns, Confirmed Bookings, and Appointments with Primary Contacts.

**When:** March 13 – 20, 2022

**How:** One week contest. Points are gained by completing, and documenting, a Sales Blitz that can include sales calls, resulting in proposals, bookings and new accounts.

Points:

Highest % of total month's group sales budget goal closed in the week: 35 points\*

- *Based on each individual hotel budget for the month.*

Signed Group Contract: 10 points

- *Must be countersigned*

Signed LNR Contract: 10 points

- *Must be countersigned*

Proposal for future event: 5 points

- *Confirmation of receipt by contact required*

- In-person Meeting with a primary point of contact with an active account 15 points
- Completed In person Sales Call 10 points
- For each in person Sales Call your GM to attends 10 points (extra)
- Completed Sales Call (phone or email) 5 points
- Theme the Blitz 50 points

- Provide examples of actual themed promos, give aways etc. Photos of pinned items do not apply.

- Create a Facebook post 10 points
- Take a photo of you or your Team Blitzing 15 points
- Take a photo with a Client on your Blitz 15 points

Each Team is to turn in points daily to the Corporate/Regional Sales Team in order to record daily progress. The updated "brackets" will be sent out to the field the following morning in order to track who is in the lead! The winning Team will be announced the following week. Themed trophy, signed congratulatory card from Andrew/Wayne, and check/gift cards will be sent to the Winner/s.



Example of Sales Budget %:

Hotel	March Group Goal	Booked	Percentage
Hotel A =	\$ 242,282.53	\$100,000.00	41.27%
The Inn at Wise =	\$ 5,200.00	\$ 2,300.00	44.23%