



## SPHM Hotels Sales Call Report

Type Of Call:

<input type="checkbox"/> Personal	Today's Date: _____	C.C.: _____
<input type="checkbox"/> Telephone	File No.: _____	_____
<input type="checkbox"/> In-House	Trace Date: _____	_____
<input type="checkbox"/> Other	Salesperson: _____	_____

Name of Organization

Contact, Title

Other

Address

City/Postal Code

Telephone

Fax

E-mail

Do You Use Hotels: \_\_\_\_\_

Accommodation	<input type="checkbox"/>	Do you use Brand Hotels? _____	If not, why not? _____
Meetings	<input type="checkbox"/>	Meeting Frequency _____	Attendance _____
Banquet	<input type="checkbox"/>	Banquet Frequency _____	Attendance _____
Other	<input type="checkbox"/>	Specify _____	_____

Comments (Including Purpose of Call):

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Action Required/Follow-up:

Mailed Info Package: \_\_\_\_\_ Made Appointment: \_\_\_\_\_

Follow-up Date: \_\_\_\_\_ By Phone  In Person

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