



SPHM Hotels Sales Call Report

Type Of Call:

☐ Personal Today's Date: _____ C.C.: _____

☐ Telephone File No.: _____ _____

☐ In-House Trace Date: _____ _____

☐ Other Salesperson: _____ _____

Name of Organization

Contact, Title Other _____

Address City/Postal Code _____

Telephone Fax _____ E-mail _____

Do You Use Hotels: _____

Accommodation ☐ Do you use Brand Hotels? _____ If not, why not? _____

Meetings ☐ Meeting Frequency _____ Attendance _____

Banquet ☐ Banquet Frequency _____ Attendance _____

Other ☐ Specify _____

Comments (Including Purpose of Call):

Action Required/Follow-up:

Mailed Info Package: _____ Made Appointment: _____

Follow-up Date: _____ By Phone ☐ In Person ☐

