Sales Route Sheet

Sales Person: _____ Hotel: _____ Year: _____

Status	Account Name	Jan	Feb	Mar	Apr	May	June	July	Aug	Sept	Oct	Nov	Dec

Status:

TO = Top Account
TA = Target Account
MA = Marginal Account

Sales Call:

PC = Personal Call
TC = Telephone Call
DB = Drop By
EC = Entertainment Call
PT = Property Tour
HG = Holiday Gift Drop Off