

Same Client Contracts at 2 Hotels	\$100k contracts signed	\$50k proposals sent	New partnership or activation	Convert a bkg from TENT to DEF in 24 hrs
\$500k proposals sent	Repeat client signs	Finalise EOM for May	\$100k proposals sent	New Client Confirmed
Prospect 15 or more clients	Site Visit	FREE	\$250k contracts signed	Contract 5 Repeat clients
Contract 5 new clients	New partnership or activation live	Contract signed for event in June	Attend industry event	Delphi training complete
80% conversion for one week starting 01 June	\$250k proposals sent	Finalise EOM for May	Upsell group to add a dinner	\$50k contracts signed

Site Visit	\$100k proposals sent	New partnership or activation	\$500k proposals sent	Finalise EOM for May
\$50k proposals sent	Upsell group to add a dinner	Convert a bkg from TENT to DEF in 24 hrs	\$250k proposals sent	New Client Confirmed
Contract 5 new clients	\$250k contracts signed	FREE	Contract 5 Repeat clients	\$100k contracts signed
Attend industry event	Finalise EOM for May	Same Client Contracts at 2 Hotels	\$50k contracts signed	New partnership or activation live
Contract signed for event in June	Delphi training complete	Prospect 15 or more clients	Repeat client signs	80% conversion for one week starting 01 June

\$250k proposals sent	Finalise EOM for May	\$100k proposals sent	Delphi training complete	\$250k contracts signed
Same Client Contracts at 2 Hotels	Contract 5 new clients	Contract signed for event in June	Repeat client signs	Convert a bkg from TENT to DEF in 24 hrs
Prospect 15 or more clients	\$50k contracts signed	FREE	New partnership or activation live	Attend industry event
Site Visit	New Client Confirmed	New partnership or activation	Upsell group to add a dinner	\$50k proposals sent
Contract 5 Repeat clients	\$100k contracts signed	Finalise EOM for May	\$500k proposals sent	80% conversion for one week starting 01 June