

|               |                   |                 |              |                |
|---------------|-------------------|-----------------|--------------|----------------|
| <b>B</b>      | <b>I</b>          | <b>N</b>        | <b>G</b>     | <b>O</b>       |
| Sales Manager | BEO               | Group Resume    | Prospecting  | Loyalty        |
| Event         | Sales Coordinator | Now             | CSM          | Sales Calls    |
| Site visit    | Client            | Hospitality     | Integrity    | Sales          |
| Lead          | Ownership         | Guestroom Block | Meeting Room | Conference     |
| Rooming List  | FAM               | Tour            | Function     | Hilton Pillars |

|                 |                 |                      |                    |                  |
|-----------------|-----------------|----------------------|--------------------|------------------|
| <b>B</b>        | <b>I</b>        | <b>N</b>             | <b>G</b>           | <b>O</b>         |
| Site visit      | Client          | Sales<br>Calls       | CSM                | Conference       |
| Function        | Sales           | Hospitality          | Loyalty            | Ownership        |
| Event           | Group<br>Resume | Now                  | Meeting<br>Room    | Sales<br>Manager |
| Lead            | FAM             | Sales<br>Coordinator | Guestroom<br>Block | Prospecting      |
| Rooming<br>List | Tour            | Hilton<br>Pillars    | BEO                | Integrity        |

|            |                |             |              |                   |
|------------|----------------|-------------|--------------|-------------------|
| <b>B</b>   | <b>I</b>       | <b>N</b>    | <b>G</b>     | <b>O</b>          |
| Sales      | Meeting Room   | FAM         | Function     | Guestroom Block   |
| Conference | Hilton Pillars | Event       | Hospitality  | Sales Manager     |
| Lead       | Rooming List   | Now         | Client       | Sales Coordinator |
| Site visit | Ownership      | Tour        | CSM          | BEO               |
| Integrity  | Sales Calls    | Prospecting | Group Resume | Loyalty           |