

Q2 2019 DOSM Conference Call

Thursday, August 8, 2019



AGENDA

THURSDAY, AUGUST 8, 2019

Q2 2019 DOSM CONFERENCE CALL

Q2 2019 Performance Metrics

Q2 2019 Bonus Summary

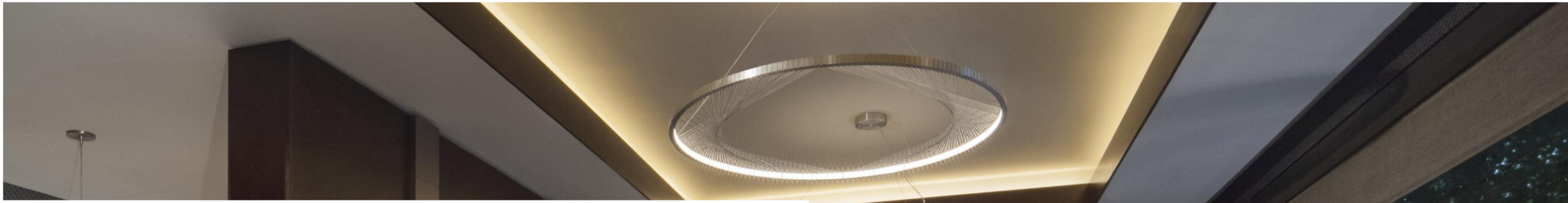
New Initiatives

2019 Sales Council Update

Sales Organization Update

2019 Pinnacle Incentive Trip





Performance Metrics

Q2 2019



June-Q2-YTD BOOKING PERFORMANCE

Group Bookings

- 91.9% - Month
- 85.7% - Q2 2019
- 86.2% - June YTD

IBT

- 94.5% - Month
- 92.7% - Q2 2019
- 94.0% - June YTD

Catering

- 95.7% - Month
- 92.1% - Q2 2019
- 96.0% - June YTD

Overall

- 93.7% - Month
- 89.6% - Q2 2019
- 91.1% - June YTD

June Group Bookings

- **Top 10 Properties - 121% +**
 - ANC-BBH-BVH-CLK-INC-NYM-SAM-SLP-SND-WML
- **Bottom 10 Properties - 38% -**
 - AES-BUC-CBI-CSS-DES-DUL-FWA-LBV-NCY-PBF
- **Top 10 Properties - YTD 105% +**
 - BVH-CLK-MEM-NCY-PHI-PRI-SND-TWH-WML-YVI
- **Bottom 10 Properties - YTD 59% -**
 - ATI-CBI-CCI-CSS-DES-LBV-MIN-NOL-NRI-STA



JULY BOOKING PERFORMANCE

Jul-19					
Group	Goal	Actual	% to Goal	STLY	STLY % To Goal
Room Nights	84,257	60,259	71.5%	63,878	74.2%
ADR	\$ 166.26	\$ 169.15	101.7%	\$ 159.20	98.3%
Revenue	\$ 14,008,400	\$ 10,192,739	72.8%	\$ 10,169,149	72.9%
IBT					
Room Nights	77,642	73,052	94.1%	67,290	90.8%
ADR	\$ 160.75	\$ 159.26	99.1%	\$ 153.81	97.1%
Revenue	\$ 12,481,285	\$ 11,634,563	93.2%	\$ 10,350,037	88.1%
Combined					
Room Nights	161,899	133,311	82.3%	131,168	81.9%
ADR	\$ 163.62	\$ 163.73	100.1%	\$ 156.43	97.6%
Revenue	\$ 26,489,685	\$ 21,827,302	82.4%	\$ 20,519,186	79.9%
Catering					
	\$ 7,368,597	\$ 7,176,026	97.4%	\$ 4,274,688	65.7%
YTD					
Group YTD	Goal	Actual	% to Goal	STLY	STLY % to Goal
Room Nights	595,357	508,532	85.4%	473,404	82.0%
ADR	\$ 167.15	\$ 165.53	99.0%	\$ 162.09	99.3%
Revenue	\$ 99,511,812	\$ 84,176,974	84.6%	\$ 79,874,794	81.4%
IBT YTD					
Room Nights	539,655	511,484	94.8%	489,382	92.8%
ADR	\$ 159.13	\$ 157.62	99.1%	\$ 155.25	98.0%
Revenue	\$ 85,877,672	\$ 80,619,037	93.9%	\$ 75,977,488	90.9%
Combined YTD					
Room Nights	1,135,012	1,020,016	89.9%	962,786	85.3%
ADR	\$ 163.34	\$ 161.56	98.9%	\$ 161.88	100.7%
Revenue	\$ 185,389,484	\$ 164,796,011	88.9%	\$ 155,852,282	85.8%
Catering YTD					
	\$ 51,111,319	\$ 49,164,358	96.2%	\$ 31,274,592	95.1%



GROUP PACE DETAILS FOR THE CURRENT YEAR - AS OF JUL 31, 2019

Group Pace Details for the Current Year - as of July 31, 2019							
Definite Revenues Only (x1000) - Change from Same Time Last Year							
68 Remington Managed Properties Included							
Name		Q1	Q2	Q3	Q4	Total	MoM Change
Chad Goodnough	(Marriott + CMH)	-216	1	302	-843	-756	-385
Paula Zeller	(FS Marriott)	255	-89	180	-91	256	-472
Tara Jordan	(SS Marriott)	-107	-129	20	-41	-257	-234
Loretta Macke	(Starwood+Hyatt)	-482	-245	237	-391	-881	-23
Shawn Anderson	(FS Hilton+HGI)	-450	-486	541	99	-296	282
Kristi Pearce	(SS Hilton)	-5	-41	-86	-46	-178	-117
Nickole Valdov	(Embassy)	21	137	-835	-136	-813	-215
Jay Hubbs	(Indep/Luxury)	133	-818	795	122	231	366
Total Portfolio		-851	-1,669	1,153	-1,325	-2,692	-799
Definite Rev. On Books % Change YoY		-2.4%	-3.9%	4.0%	-7.0%	-2.1%	-0.6%
June 30th, 2019 Report		-2.4%	-3.8%	6.3%	-5.4%	-1.6%	



GROUP PACE DETAILS FOR THE YEAR 2020 - AS OF JUL 31, 2019

Group Pace Details for the Year 2020 - as of July 31, 2019							
Definite Revenues (x1000) - Change from Same Time Last Year							
68 Remington Managed Properties Included							
Name		Q1	Q2	Q3	Q4	Total	MoMChang
Chad Goodnough	(Marriott + CMH)	172	262	-999	40	-526	-2
Paula Zeller	(FS Marriott)	292	254	47	263	856	264
Tara Jordan	(SS Marriott)	-17	-156	-52	-115	-340	107
Loretta Macke	(Starwood+Hyatt)	221	-156	-716	-394	-1,046	-111
Shawn Anderson	(FS Hilton+HGI)	836	-8	45	-247	626	367
Kristi Pierce	(SS Hilton)	-6	23	50	14	81	2
Nickole Valdov	(Embassy)	-52	-80	-40	-12	-184	-195
Jay Hubbs	(Indep/Luxury)	57	-130	-138	7	-204	-264
Total Portfolio		1,502	8	-1,803	-445	-737	166
Definite Rev. On Books % Change YoY		11.7%	0.1%	-20.6%	-6.6%	-1.8%	0.6%
June 30th, 2019 Report		12.1%	0.9%	-25.0%	-7.2%	-2.3%	



COMPARISONS

YOY BOOKING COMPARISONS

MONTH

Row Labels	Group Room Night Variance	Group Revenue Variance	IBT Room Night Variance	IBT Revenue Variance	Catering Revenue Variance	% YoY Group Revenue Chg.	% YoY IBT Revenue Chg.	% YoY Catering Revenue Chg.
Paula Zeller	3,137	\$610,805	174	\$93,135	\$195,681	46.8%	3.8%	21.0%
Shawn Anderson	1,464	\$149,746	-858	-\$126,330	\$18,750	6.4%	-7.6%	1.3%
Loretta Macke	-435	\$26,229	1,175	\$135,071	\$261,121	1.1%	7.3%	22.1%
Chad Goodnough	-277	-\$205,587	641	\$255,086	-\$105,618	-7.8%	27.6%	-6.8%
Kristi Pearce	-815	-\$144,098	-546	-\$23,253	-\$237,096	-38.7%	-2.1%	-61.6%
Nickole Valdov	-2,481	-\$314,883	-174	\$1,846	\$876	-29.5%	0.2%	0.3%
Tara Jordan	111	\$44,818	1,963	\$310,877	\$0	5.8%	17.4%	0.0%
Jay Hubbs	1,414	\$283,443	527	\$125,588	-\$14,101	15.5%	33.6%	-1.4%
Grand Total	2,118	\$450,473	2,902	\$772,022	\$119,613	3.6%	6.9%	1.8%

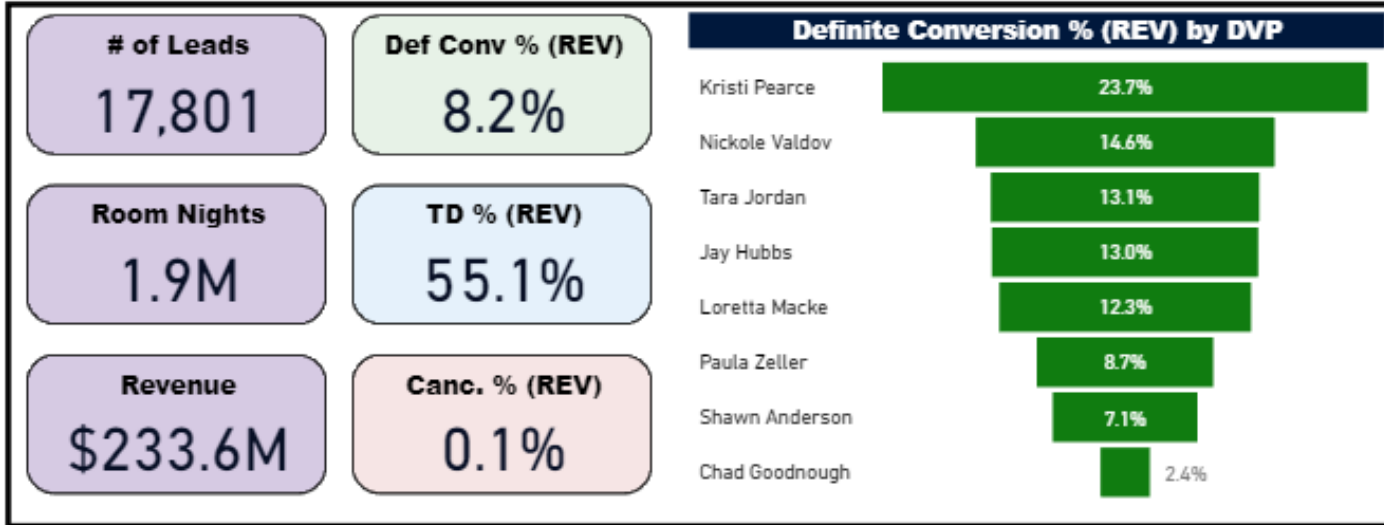
YTD

Row Labels	Group Room Night Variance	Group Revenue Variance	IBT Room Night Variance	IBT Revenue Variance	Catering Revenue Variance	% YoY Group Revenue Chg.	% YoY IBT Revenue Chg.	% YoY Catering Revenue Chg.
Paula Zeller	4,224	\$1,142,832	-7,009	-\$1,327,449	\$549,903	13.1%	-8.5%	8.3%
Shawn Anderson	8,752	\$1,232,049	-1,121	-\$240,654	\$844,894	8.7%	-2.4%	9.7%
Loretta Macke	-7,581	-\$565,639	3,117	\$421,849	\$436,905	-4.4%	4.4%	5.9%
Chad Goodnough	-3,606	-\$973,966	1,468	\$489,855	\$696,450	-7.4%	9.2%	9.2%
Kristi Pearce	-568	-\$45,089	6,687	\$639,898	-\$93,432	-3.2%	12.2%	-7.2%
Nickole Valdov	2,634	\$388,679	-4,026	-\$494,518	\$200,874	7.1%	-7.5%	11.3%
Tara Jordan	1,238	\$447,494	5,446	\$1,270,033	\$0	12.1%	11.9%	0.0%
Jay Hubbs	2,596	\$299,551	1,347	\$308,341	\$428,758	2.9%	13.3%	9.1%
Grand Total	7,689	\$1,925,910	5,909	\$1,067,353	\$3,064,352	2.8%	1.6%	8.0%

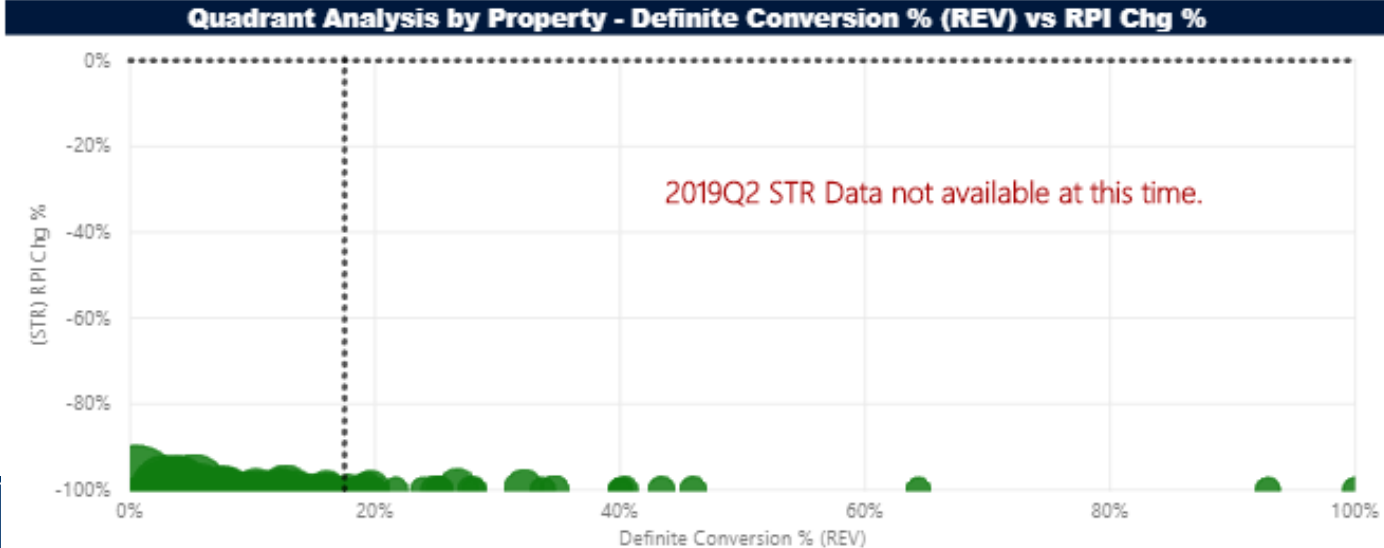
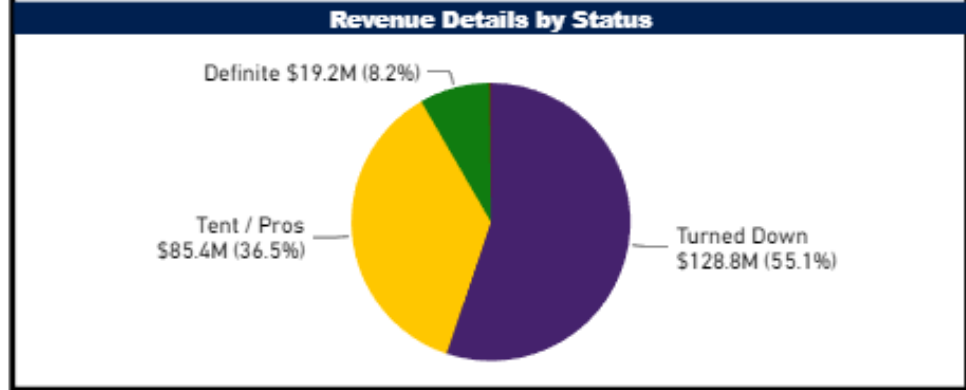
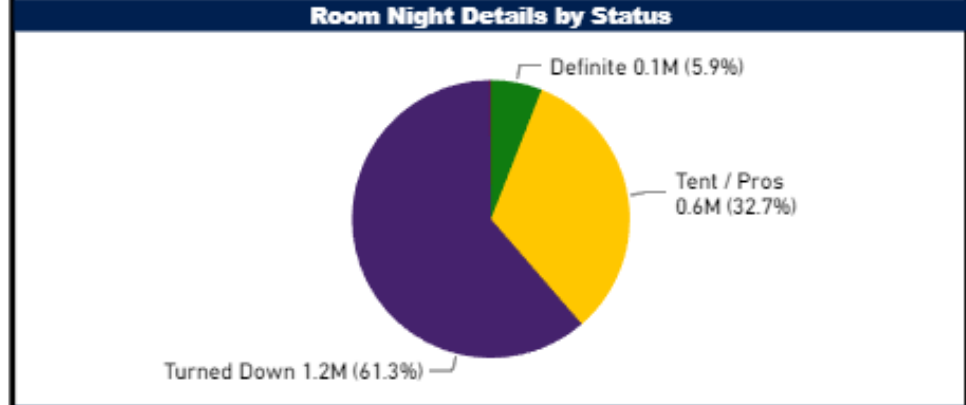


LEAD CONVERSION

Q2 2019 LEAD CONVERSION

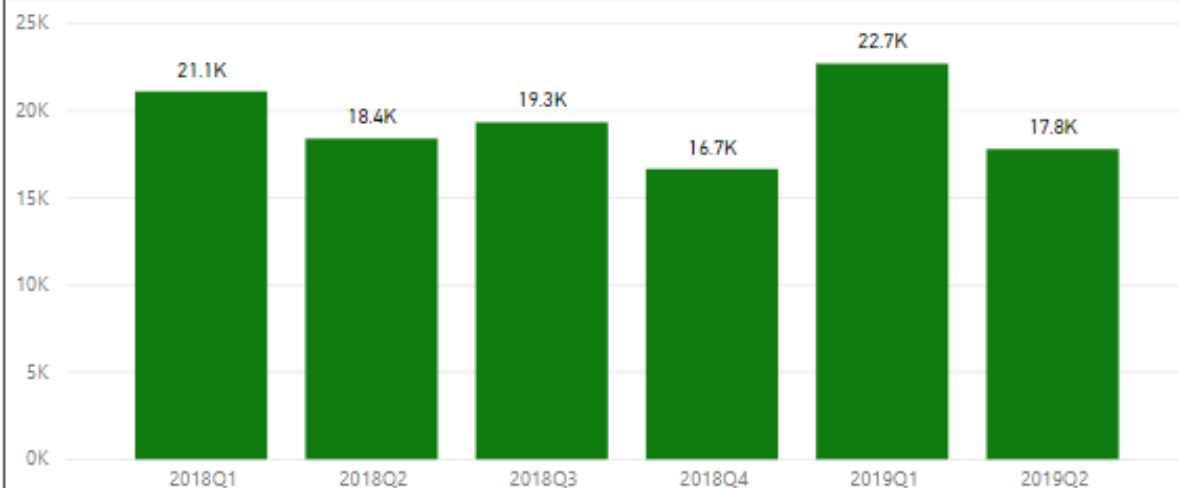


Status	# of Leads	%	Room Nights	%	Revenue	%
Definite	4,244	23.8%	113K	5.9%	\$19,159K	8.2%
Tent / Pros	5,210	29.3%	623K	32.7%	\$85,383K	36.5%
Turned Down	8,276	46.5%	1,167K	61.3%	\$128,808K	55.1%
Cancelled	71	0.4%	2K	0.1%	\$279K	0.1%
Total	17,801	100.0%	1,905K	100.0%	\$233,628K	100.0%

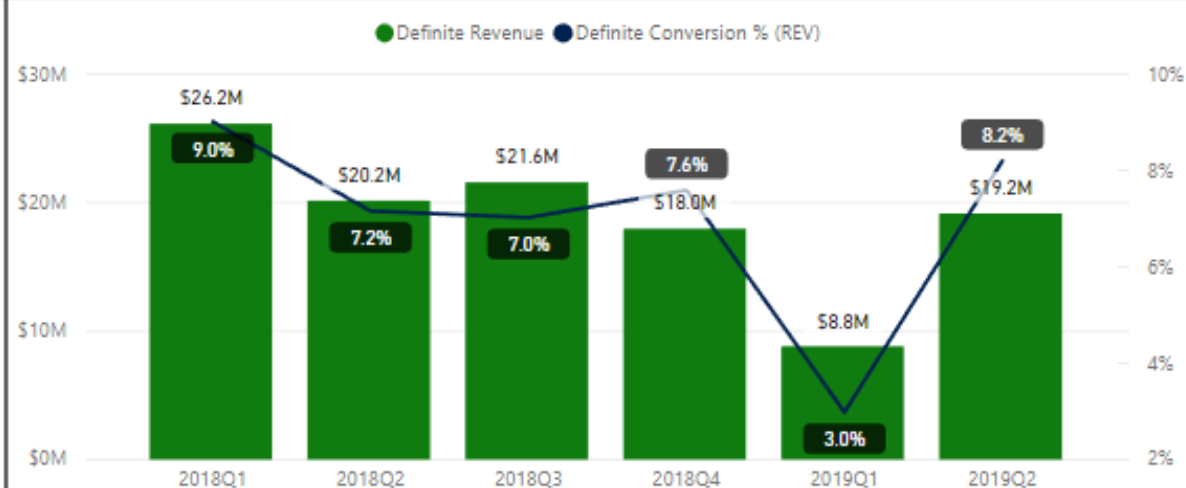


Q2 2019 LEAD CONVERSION

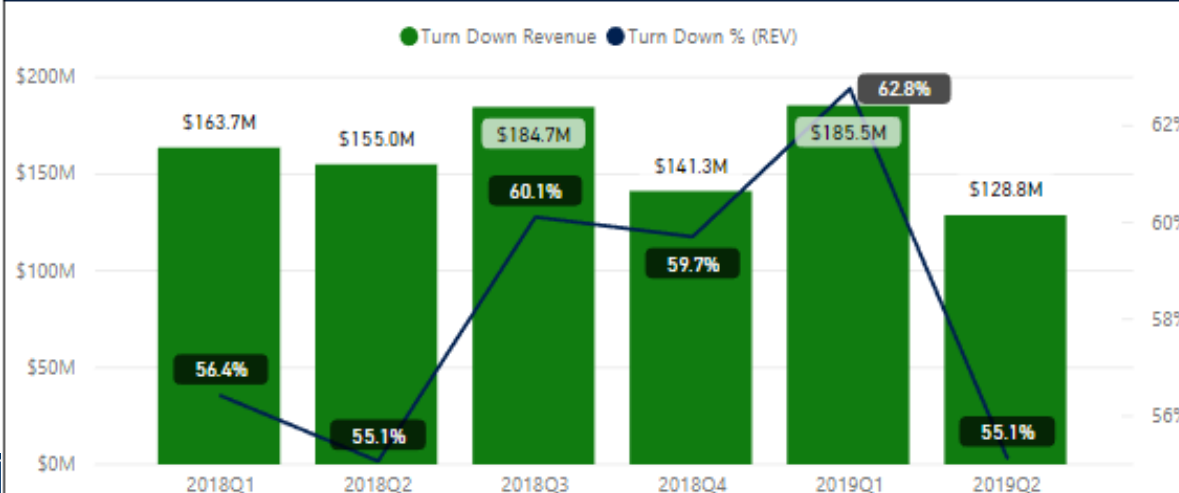
Number of New Leads by Period



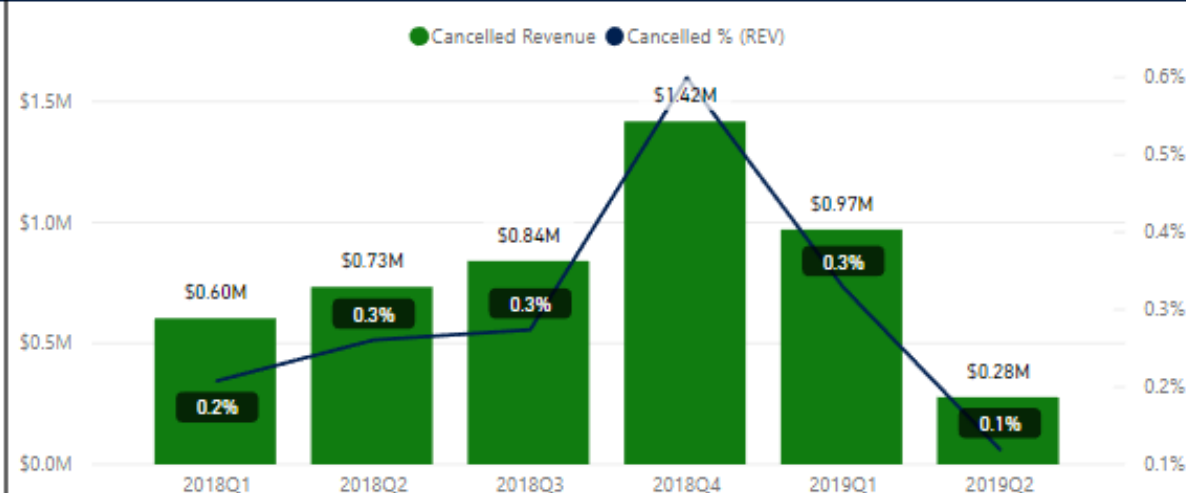
Definite Revenue and Definite Revenue Conversion % by Period



Turn Down Revenue and Turn Down Revenue % by Period

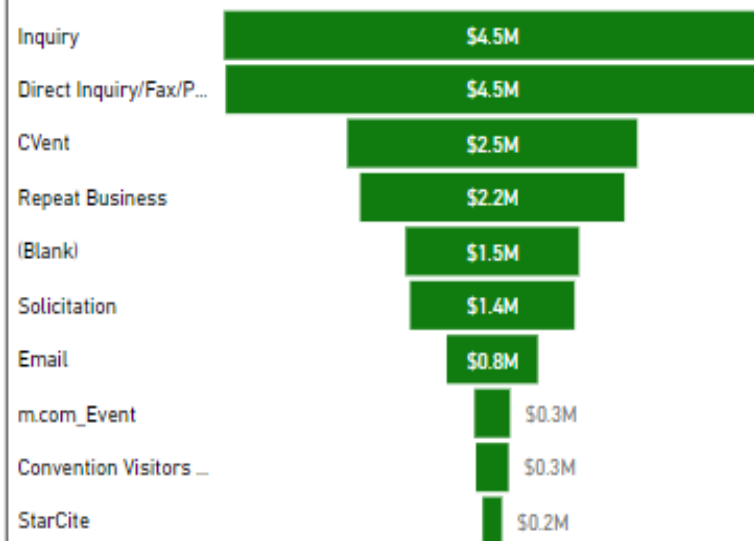


Cancelled Revenue and Cancelled Revenue % by Period

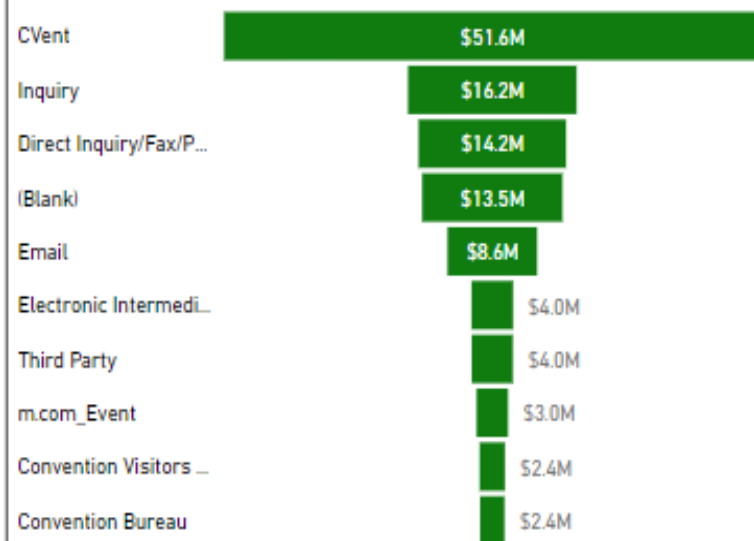


Q2 2019 LEAD CONVERSION

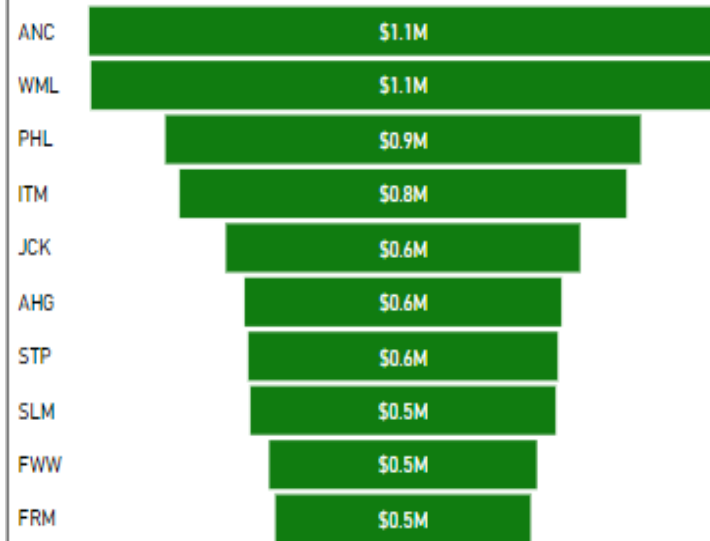
Sources with Highest Definite Revenue



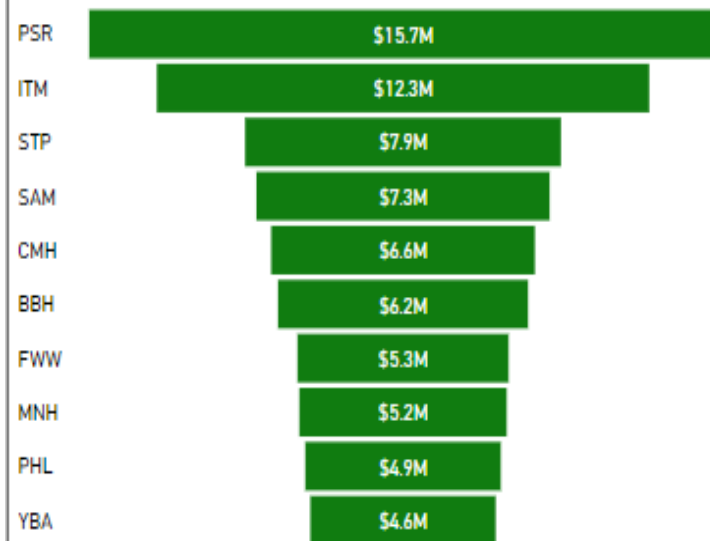
Sources with Highest Turn Down Revenue



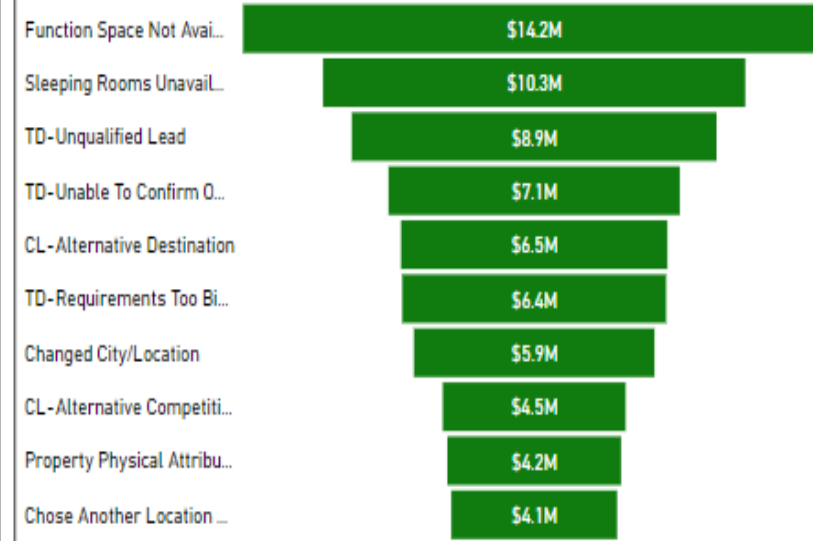
Properties with Highest Definite Revenue



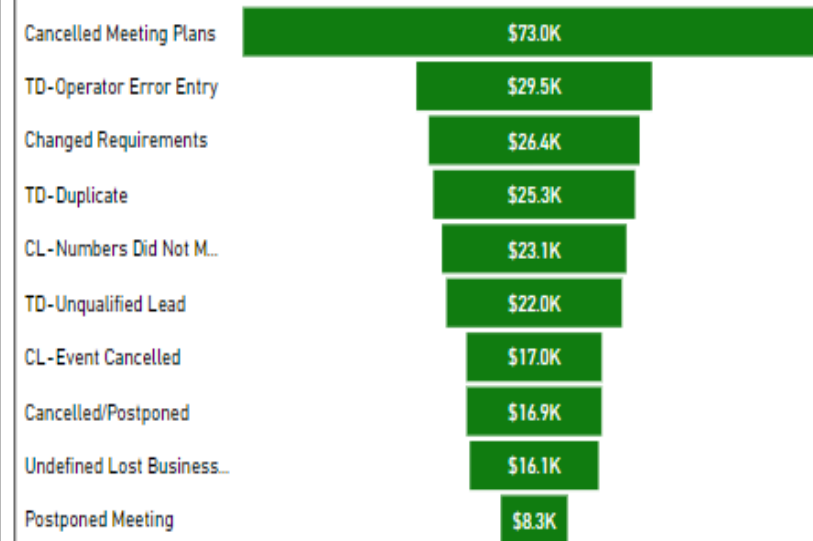
Properties with Highest Turn Down Revenue



Reasons with Highest Turn Down Revenue



Reasons with Highest Cancelled Revenue

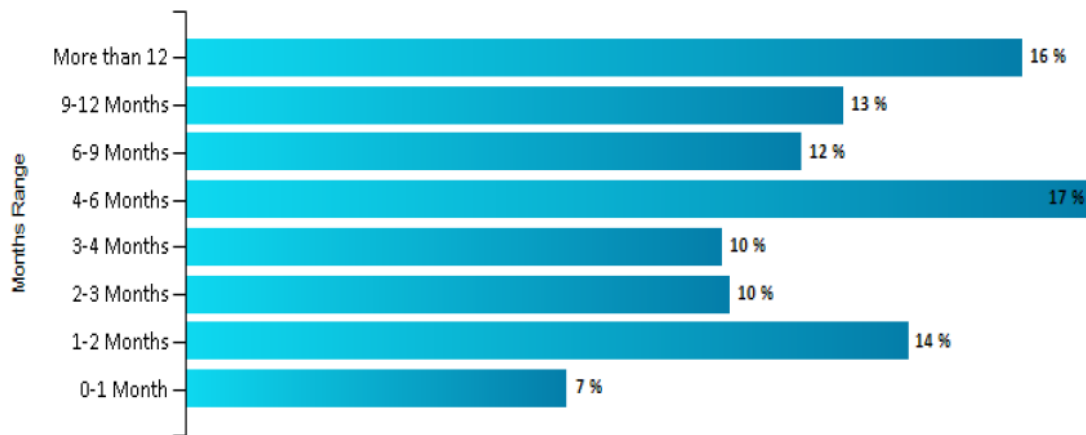


CVENT PERFORMANCE

Q2 2019 PROGRESS THROUGH CSN

Time Range	Total RFPs	Unique Room Nights	Unique RFPs	Unique RFP Value	Unique Planner Orgs	Average Total Room Nights	Average Peak Room Nights	Awarded RFPs	Awarded Total Room Nights	Awarded Total Value	Conversion Rate
Apr-2019-Jun-2019	3,404	741,942	3,100	\$316,632,851	617	240	76	203	23,983	\$6,954,637	10.4%
Apr-2018-Jun-2018	3,099	666,263	2,800	\$231,018,780	603	237	74	157	15,847	\$5,260,140	10.0%
% Change YOY	9.8%	11.4%	10.7%	37.1%	2.3%	1.3%	2.7%	29.3%	51.3%	32.2%	3.5%

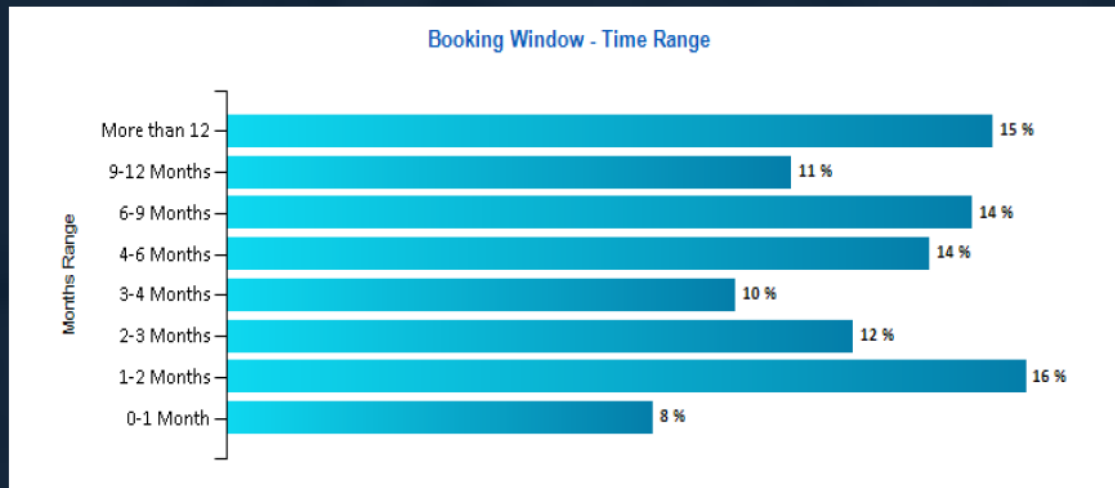
Booking Window - Time Range



- **Average Response Rate 98%**
- **Bid Rate of 62%**
- **Average Response Time of 1 Day & 21 Hours**

2019 HOSPITALITY CLOUD PERFORMANCE YTD

Time Range	Total RFPs	Unique Room Nights	Unique RFPs	Unique RFP Value	Unique Planner Orgs	Average Total Room Nights	Average Peak Room Nights	Awarded RFPs	Awarded Total Room Nights	Awarded Total Value	Conversion Rate
Jan-2019-Jun-2019	7,118	1,472,877	6,420	\$605,096,731	981	237	75	457	45,091	\$15,704,305	11.5%
Jan-2018-Jun-2018	6,628	1,314,338	5,952	\$477,019,625	945	225	72	358	36,330	\$12,116,227	10.7%
% Change YOY	7.4%	12.1%	7.9%	26.8%	3.8%	5.3%	4.2%	27.7%	24.1%	29.6%	6.8%



- **2019 Response Rate: 98%**
- **Bid Rate: 61%**
- **Average 2019 Response Time: 1 Day 22 Hours**

HILTON BOSTON BACK BAY

BARDESSONO

RFP Info	Jan-18 - Jun-18	Jan-19 - Jun-19	% Change YOY
Total RFPs	403	481	19%
Total Room Nights	99,981	73,449	-27%
Total RFP Value	\$30,407,800	\$31,512,799	4%
Awarded RFPs	22	19	-14%
Awarded Room Nights	3,270	1,997	-39%
Awarded Value	\$1,182,064	\$2,752,199	136%
Average Value per Awarded RFP	\$53,730	\$146,958	174%
Average Response Lapse Time	5 Day(s) 9 Hour(s) 11 Minute(s)	2 Day(s) 14 Hour(s) 41 Minute(s)	51.5%
Turn Down Ratio	53%	53%	0.3%
Response Rate	97.2%	96.2%	-1.0%
Submitted Bid Rate	43.8%	42.9%	-1.9%
Unique Planner Orgs	144	179	24%

RFP Info	Jan-18 - Jun-18	Jan-19 - Jun-19	% Change YOY
Total RFPs	122	127	4%
Total Room Nights	9,996	9,524	-5%
Total RFP Value	\$3,074,048	\$3,266,956	6%
Awarded RFPs	1	3	200%
Awarded Room Nights	50	388	676%
Awarded Value	\$28,465	\$324,940	1042%
Average Value per Awarded RFP	\$28,465	\$108,313	281%
Average Response Lapse Time	1 Day(s) 22 Hour(s) 42 Minute(s)	2 Day(s) 7 Hour(s) 49 Minute(s)	-21.1%
Turn Down Ratio	32%	27%	17.9%
Response Rate	100.0%	100.0%	0.0%
Submitted Bid Rate	67.6%	73.4%	8.6%
Unique Planner Orgs	50	64	28%

- **3 Diamond Marketing Package**
- **Awarded ~\$2.8M in group RFPs YTD**
- **Reduced Response Time by ~3 Days YoY**

- **28% increase in Planner Orgs Sourcing in 2019**
- **~\$325K in awarded value YTD**
- **Highest YOY Change in Converted Group Business**

@ 1042%

FWW SUGGESTED ADS MATCH PERFORMANCE

Campaign Cost	# of Venues	# of RFPs Sourced	RFP Value Sourced	Converted RFP Value
\$9,420	4	83	\$10.8M	\$128,803

- **\$79,109 in Submitted Proposals Still Not Marked Awarded**
 - **>\$36K in RFPs Awaiting Proposals**

Bonus Summary

Q2 2019



Q2 2019 BONUS SUMMARY

Quarterly Summary

2019Q2

	Directors of Sales												
	Goal Totals	Actual Totals	Credit Memo Totals	Adjustment Totals	% to Goal	# of Eligible Employees (Bookings)	% of Eligible Employees (Bookings)	# of Eligible Employees (RPI)	% of Eligible Employees (RPI)	# of Eligible Employees (Total)	% of Eligible Employees (Total)	Average Payout	Total Bonus Paid
CY	\$99,446,119	\$89,614,997	\$75,718	\$0	90.2%	29	47.5%	35	57.4%	45	73.8%	\$5,338	\$240,226
LY	\$84,933,546	\$73,635,261	\$439,628	\$0	87.2%	7	13.5%	21	40.4%	21	40.4%	\$4,515	\$94,812
% Chg.	17.1%	21.7%	-82.8%	0.0%	3.4%	314.3%	253.2%	66.7%	42.1%	114.3%	82.7%	18.2%	153.4%

	Sales Managers											
	Goal Totals	Actual Totals	Credit Memo Totals	Adjustment Totals	% to Goal	# of Eligible Employees (QTD)	% of Eligible Employees (QTD)	# of Eligible Employees (BONUS+)	% of Eligible Employees (BONUS+)	Avg. Current Bonus	Cumulative Deferred B+	Bonus Paid (excl B+)
CY	\$56,888,487	\$55,233,805	-\$223,861	-\$61,495	96.6%	63	53.8%	10	8.5%	\$4,705	\$18,250	\$296,393
LY	\$54,819,796	\$51,120,622	\$71,977	-\$158,260	93.1%	61	51.3%	9	7.6%	\$4,391	\$19,000	\$267,832
% Chg.	3.8%	8.0%	-411.0%	-61.1%	3.8%	3.3%	5.0%	11.1%	13.0%	7.2%	-3.9%	10.7%

*CY Deferred Bonus Includes Bonus Plus Deferrals. LY Does Not.

	RASH RPI (YTD)	
	Variance To Goal	Variance to Last Year
CY	-3.4%	-0.2%
LY	-3.6%	-0.1%
Chg.	0.2%	-0.1%

*Excludes JRI

	VP/DOS & Area Sales Managers			
	# of Eligible Employees	% of Eligible Employees	Average Payout	Total Bonus Paid
CY	5	71.4%	\$1,981	\$9,905
LY	7	77.8%	\$2,682	\$18,771
% Chg.	-28.6%	-8.2%	-26.1%	-47.2%

	Booked Breakdown by Segment			
	Group	IBT	Catering	Total
CY	\$36,034,423	\$34,815,779	\$19,955,848	\$90,806,050
% to Goal	84.9%	92.7%	91.5%	89.2%
LY	\$34,120,574	\$33,486,914	\$18,811,445	\$86,418,933
% to Goal	79.4%	87.9%	95.5%	85.8%
% Chg.	5.6%	4.0%	6.1%	5.1%

	Consumed Breakdown by Segment			
	Group	IBT	Catering	Total
CY	\$40,991,457	\$34,815,779	\$15,571,056	\$91,378,292
LY	\$42,709,119	\$33,486,914	\$16,041,021	\$92,237,054
% Chg.	-4.0%	4.0%	-2.9%	-0.9%



Q2 2019 SALES BONUS QUALIFICATION STATISTICS

- 32% of people who made bonus achieved all 3 months. 86% achieved at least 2 months.
- 92% of people who achieved at least 2 months qualified for bonus.
- 14% of people who only achieved 1 month qualified for bonus.
- Of the above 14%, 44% qualified by achieving the last month only (~6% of total).

Additional Notes at 80% achievement:

- 46% of people who made bonus achieved > 80% all 3 months. 97% achieved > 80% at least 2 months.
- 80% of people who achieved > 80% at least 2 months qualified for bonus.





New Initiatives

Q2 2019



ZOOM INFO



72 ENROLLED REMINGTON PROPERTIES

86 Total Users

DVPs are currently on a temporary licenses-he will send over this week

86K Total Credits

In process of reallocating Credits by Property

Views = 0 Credits

Exporting = 1 Credit per Contact

Contact = 1- 6 months

For over a decade, ZoomInfo has helped companies achieve their most important objective: profitable growth. Backed by the world's most comprehensive B2B database, their platform puts sales and marketing professionals in position to identify, connect, and engage with qualified prospects.



Identify qualified accounts & contacts

Quickly build targeted lists of accounts and contacts based on firmographic, demographic & technographic attributes



Connect to your Total Addressable Market

Get continuously verified contact information- like direct dial phone numbers & emails addresses - essential to driving ROI



Personalize your campaigns

Access full background information on contacts, enabling relevant conversations with qualified prospects

ZOOM INFO MANDATORY TRAINING

Diana Restrepo
Zoom Info Customer Success Manager

Training Dates

1. Wednesday, August 14th @ 2pm CST
2. Wednesday, August 21st @ 2pm CST
3. Wednesday, August 28th @ 2pm CST

Focus Areas

Contact Search
Company Search
Target Accounts
Exporting
Building lists

Location

<https://zoominfo.zoom.us/my/dianarestrepo>

ZOOM INFO BEST PRACTICES

How to find contacts in your region:

<https://zoominfo.zoom.us/recording/share/sZOULfWMe8C0Ypmcd8ciChRIIhWI2bEBaiT2yVAmDUY?startTime=1564667981000>

Topics discussed: Company Search, Contact Search

Finding information about a frequent customer:

https://zoominfo.zoom.us/recording/share/6mMZc7YobMGcd_rz8ggEDjE01UgtD-5AhHKy7rD_BiawlumekTziMw?startTime=1564662794000

Topics discussed: ReachOut, Contact Search

Using a list of target companies:

https://zoominfo.zoom.us/recording/share/6mMZc7YobMGcd_rz8ggEDjE01UgtD-5AhHKy7rD_BiawlumekTziMw?startTime=1564663177000

Topics discussed: Company Search, Target Accounts

Finding companies with facilities near you:

https://zoominfo.zoom.us/recording/share/dyWVK9sTFfMKVutdRCKefAaR1heu_jhFiTp7ySCc4LKwlumekTziMw?startTime=1564663535000

Topics discussed: Company Search, Tagging

Knowledge center links on topics covered above:

[Contact Search](#)
[Company Search](#)
[Tagging](#)

[ReachOut](#)
[Target Accounts](#)



SERTIFI



44 ENROLLED REMINGTON PROPERTIES

Sertifi is the leader in Frictionless Business, with innovative solutions for modernizing the last mile of the sales process. Sertifi offers the fastest and most secure way to close business, from eSignatures to online payment capture. Thousands of companies around the world trust Sertifi to close more deals faster, recognize revenue quickly, enhance security and compliance, and go completely paperless.

SERTIFI FOR SALESFORCE BENEFITS

- Get Contracts Signed 90% Faster
- Automate Business Processes
- Get Paid Faster
- Recognize Revenue Faster
- Enhance PCI Compliance
- Increase Close Rates
- Improve Worker Productivity
- Go Paperless & Impress Customers with a Digital Experience

SERTIFI

- Delphi FDC Best Practices
 - Real Time Update Functionality
 - Expiration Date Parameters
- Marriott Best Practices
 - Bookmark Link to Sertifi Portal
 - Make sure that your Team is set up in the Portal
 - Expiration Date Parameters



SERTIFI TRAINING

Remington Portal

[Sertifi for Delphi.fdc](#) **including a quick video

[Sending Process in Delphi.fdc](#) **please note their process will not include the payments option

[Recorded Delphi.fdc training](#)

[Sertifi eSignature](#) **including a quick video

[Sending process in the Sertifi portal](#)

[Recorded Sertifi eSignature Training](#)

[Remington Delphi.fdc Rollup Report](#)

[Remington eSignature Rollup Report](#)



CROSSOVER GOALS

CROSSOVER GOALS

- Development of the Crossover Goals
 - Historical Crossover
 - FY Pace
 - BH Booking Trends
 - Business Trends
 - Establish BH Goals
- Monthly Track/Monitor/Compete



COMPETE

Think College Football



Sales Council Update

Q2 2019



SALES COUNCIL SUB-GROUPS

Remington Hotels

Mentorship



Team Leader
John Hansen



Brielle DeLuca



Kris Frazee



Monica Lopez



Teresa Wasson

Training & Referral



Lisa Crowell



Ashley Gehringer



Joe Watson



Jovanna Johnson

Marketing & Action Plan



Team Leader
Gene Schroeder



Gail Melancon



Klara Goldstein



Danielle Seaman



Bonnie Taylor



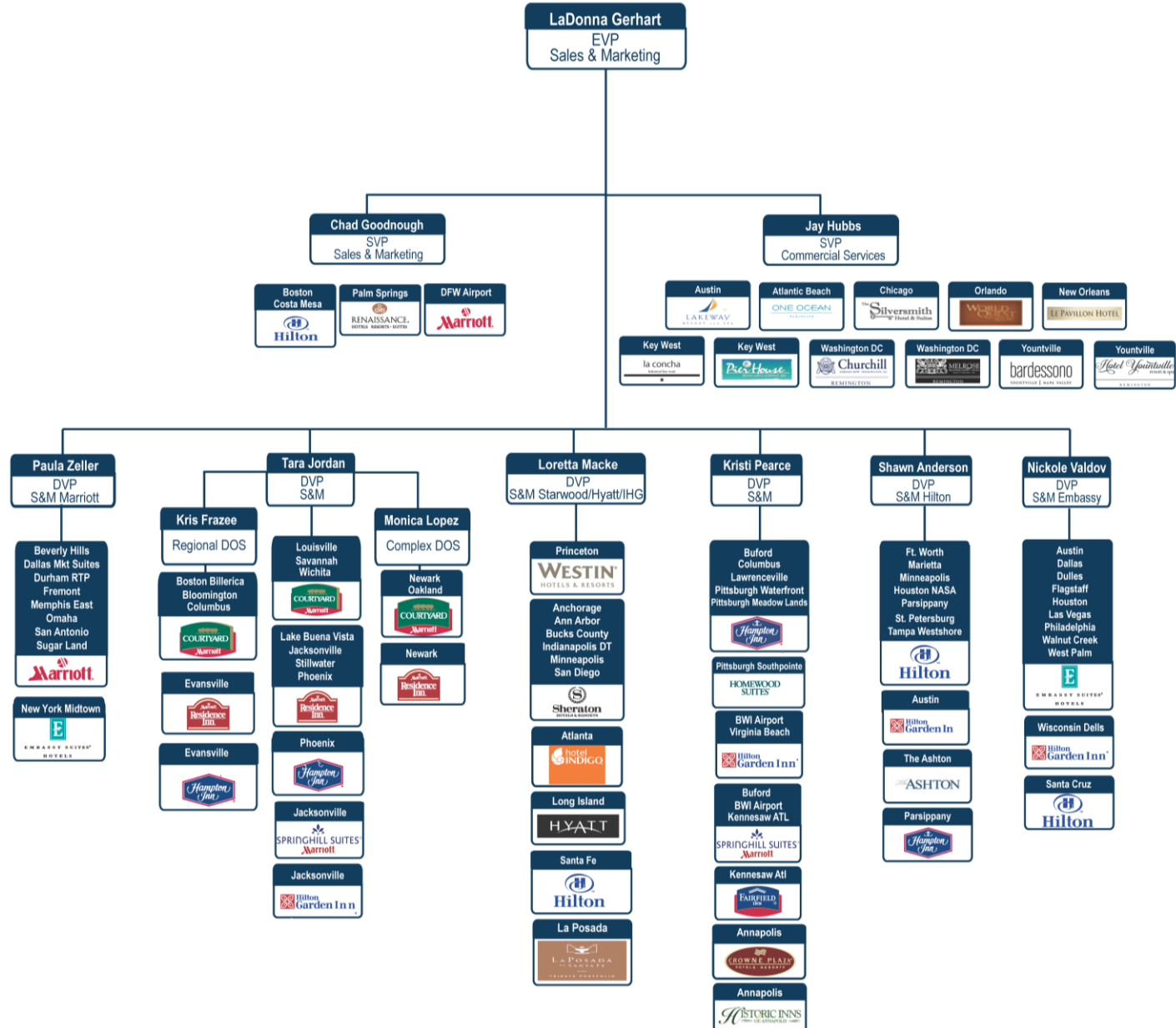


Sales Organization

Q2 2019



SAALES ORGANIZATION



PROMOTIONS, NEW HIRES, AND OPEN POSITIONS

New Positions

- Joe Watson – Regional Director Business Travel Sales
- Tabitha Robinson – Regional Director Business Travel Sales
- Chris Claytor – Regional Director Business Travel Sales
- Scott Phillips – Regional Director Business Travel Sales
- Cindy Viana-Regional Director of Business Travel Sales

Promotion

- Zabrina Ybarra – Director of Sales Phoenix Hampton Inn & Residence Inn

New Hires

- Ammara Jafri – Embassy Suites Dulles
- Gulcin Gucludal-Tasyurek – Chicago Silversmith

Open Positions

- Area Sales Manager - Bloomington/Columbus Indiana (CBI/CCI)
- Director of Sales – New Orleans Le Pavillon
- Complex Director of Sales – Baltimore HGI & SpringHill Suites



PINNACLE IBT TRAINING – JULY 2019

Remington Hotels



Passion
for COLLABORATION

REMINGTON





2019 Pinnacle Incentive Trip



2019 PINNACLE CRITERIA

2019 PINNACLE CRITERIA		
POSITIONS	PLAN YEAR	PINNACLE
Director of Sales	10/1/2018 to 9/30/2019	1. Top 5 DOS qualify
Director of Marketing		2. Must achieve min 100% of team booking goal
Multi-Property DOS		3. Must have positive RPI YOY for TTM 4. Must be employed by October 1, 2018
Assistant DOS	10/1/2018 to 9/30/2019	1. Top 25 ADOS & Sales Managers qualify for trip 2. Must achieve min 100% of individual booking goal 3. Must be employed by October 1, 2018
Sales Manager	10/1/2018 to 9/30/2019	1. Top 25 ADOS & Sales Managers qualify for trip
Multi-Property Sales Manager		2. Must achieve min 100% of individual booking goal 3. Must be employed by October 1, 2018
Area Sales Manager	10/1/2018 to 9/30/2019	1. Top 25 ADOS & Sales Managers qualify for trip 2. Must achieve min 100% of individual booking goal 3. Must be employed by October 1, 2018
Director of Catering	1/1/2019 to 9/30/2019	1. Top DOC & Top 4 Catering Sales Managers qualify
Catering Sales Managers		2. Top achieving booking performance (% to goal) 3. Must be employed by January 1, 2019



PINNACLE STANDINGS – AS OF JULY 2019

Director of Sales

Property	Employee	Booking to Goal (%)	RPI to Goal (%)	Ranking
TWH	Bonnie Taylor	122.5 %	0.3 %	1
VBH	Lori Parker	112.1 %	0.6 %	2
STP	Zulma Diaz	111.6 %	3.8 %	3
ANS	Jaime Jones	111.2 %	7.9 %	4
PSR	Heather Lamb	108.4 %	8.3 %	5

Director of Catering

Property	Employee	Position	Booking to Goal (%)	Ranking
PSR	Joseph P. McDonough	DOC	124.1 %	2

Catering Sales Manager

Property	Employee	Position	Booking to Goal (%)	Ranking
TWH	Corryne Rich	CSM	207.4 %	1
STP	Katie Zimmerman	CSM	160.3 %	2
WCR	Danielle Payne	CSM	145.0 %	3
LIH	Jazmine Olson	CSM	139.2 %	4

Sales Manager

Property	Employee	Position	Booking to Goal (%)	Ranking
SAM	Oswaldo Contreras	SM	228.7 %	1
TWH	Alicia Fish	SM	174.3 %	2
WML	Ella Savon	Pref SM	143.9 %	3
ANC	Misty Dahlstrom	SM	142.1 %	4
MEM	Alicia Williams	SM	139.9 %	5
STP	Kristina Mitchell	SM	138.7 %	6
PWE	Shawna Valentine	SM	138.0 %	7
BVH	Michelle Cho	SM	134.5 %	8
TWH	Nadine Leheta	SM	133.2 %	9
YBA/YVI	Hannah Freda	SM	133.1 %	10
CMH	Corina De La Isla	SM	132.2 %	11
STP	Lydia Lopez	SM	131.8 %	12
TWH	Josue Reyes	SM	131.5 %	13
BCY	Kim Galvin	SM	131.1 %	14
BVH	Kristen Longley	SM	128.0 %	15
PHS/PMH/PTH	Amber Harkleroad	ASM	126.4 %	16
FRM	Annie Rathore	SM	122.8 %	17
LIH	Brielle DeLuca	SM	121.4 %	18
JCK	Leigh Harris	SM	119.8 %	19
SLP	Dana Esparza	Pref SM	119.3 %	20
LIH	Ashley Feldman	SM	116.6 %	21
BBH	Angad Dumra	SM	115.7 %	22
STA	Cindy Gromatzky	SM	115.5 %	23
ITM	Holly Maldonado	SM	114.9 %	24
STP	Gene Schroeder	SM	114.8 %	25



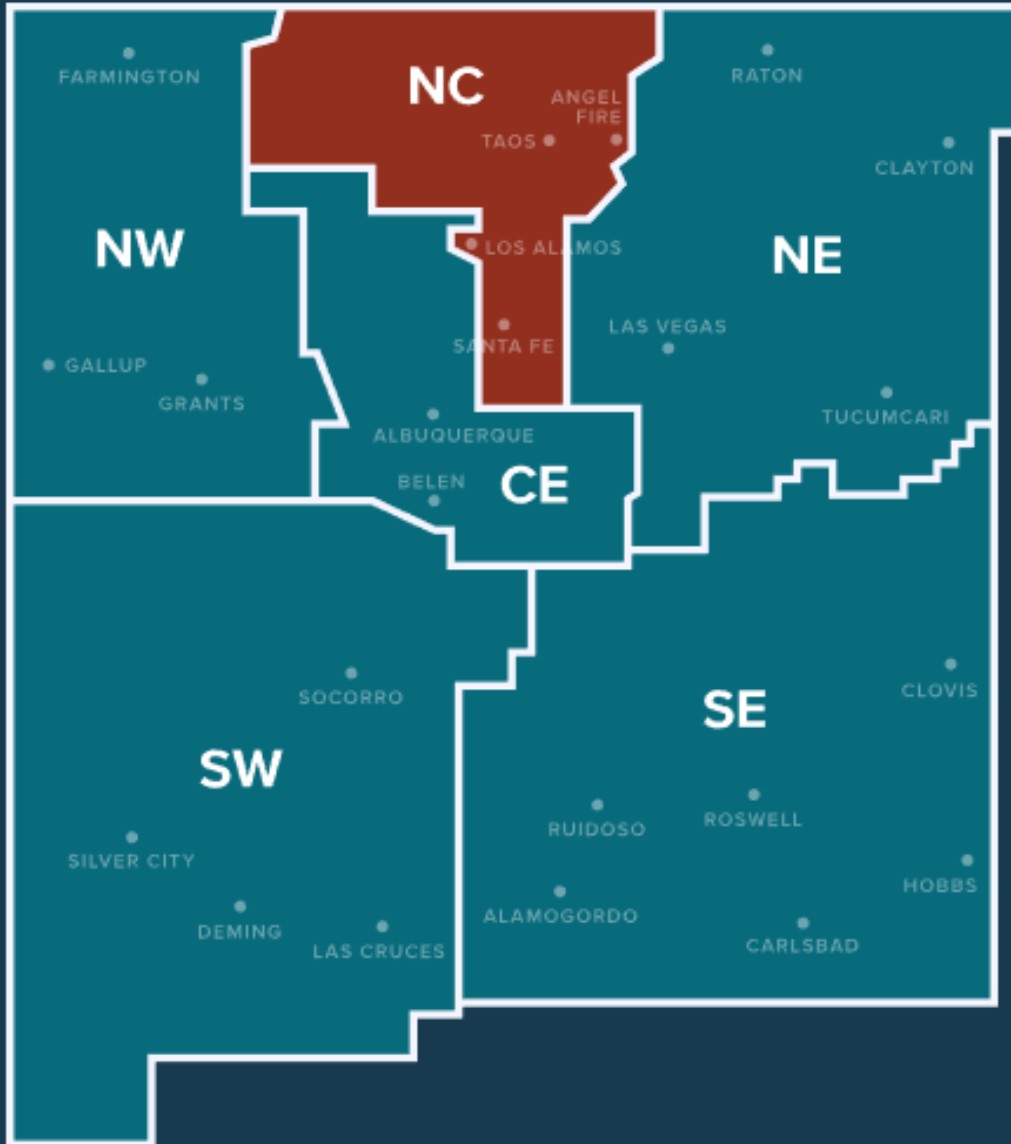
GUESS WHERE?

2019 PINNACLE INCENTIVE TRIP

1. In a state where there are multiple Remington properties representing multiple brands
2. West of the Mississippi
3. Oldest state capital in the United States
4. Vibrant history, art, cultural activities, and outdoor adventures
5. #2 City in the US - 2019 Travel + Leisure



NEW MEXICO



HILTON SANTA FE



- Housed in a 300 year old hacienda; cultural heritage in an elegant hotel
- Proud member of Historic Hotels Worldwide
- 158 guestrooms including 3 casitas
- Food & Beverage prepared by our award-winning chef at Ortiz Restaurant and Ortiz Café
- Hilton Santa Fe Historic Plaza is just two blocks from the historic Santa Fe Plaza, featuring fantastic shopping opportunities, fine dining and a range of museums at Museum Hill.

GM – John Rickey
DOS – Mike Edwards
DVP of Ops – Robert Kisabeth
DVP of Sales – Loretta Macke



THANK YOU



 **LADONNA GERHART**
 ladonnagerhart@remingtonhotels.com

