

## **SAMPLE REVIEW QUESTIONS (not inclusive)**

### **HOSPITALITY**

<b>Sr No.</b>	<b>Question</b>
1	Salesperson had a positive voice tone and smile.

### **QUALIFYING**

<b>Sr No.</b>	<b>Question</b>
1	Salesperson asked questions to determine key needs.

### **SELLING**

<b>Sr No.</b>	<b>Question</b>
1	Salesperson used benefits to sell the hotel prior to the rate quote.

### **CLOSING**

<b>Sr No.</b>	<b>Question</b>
1	Salesperson attempted to book the business during the call.

### **Proposal**

<b>Sr No.</b>	<b>Question</b>
1	Salesperson sent a professional quote within the requested timeframe.