

# Time to Make Time For... PROACTIVE SALES

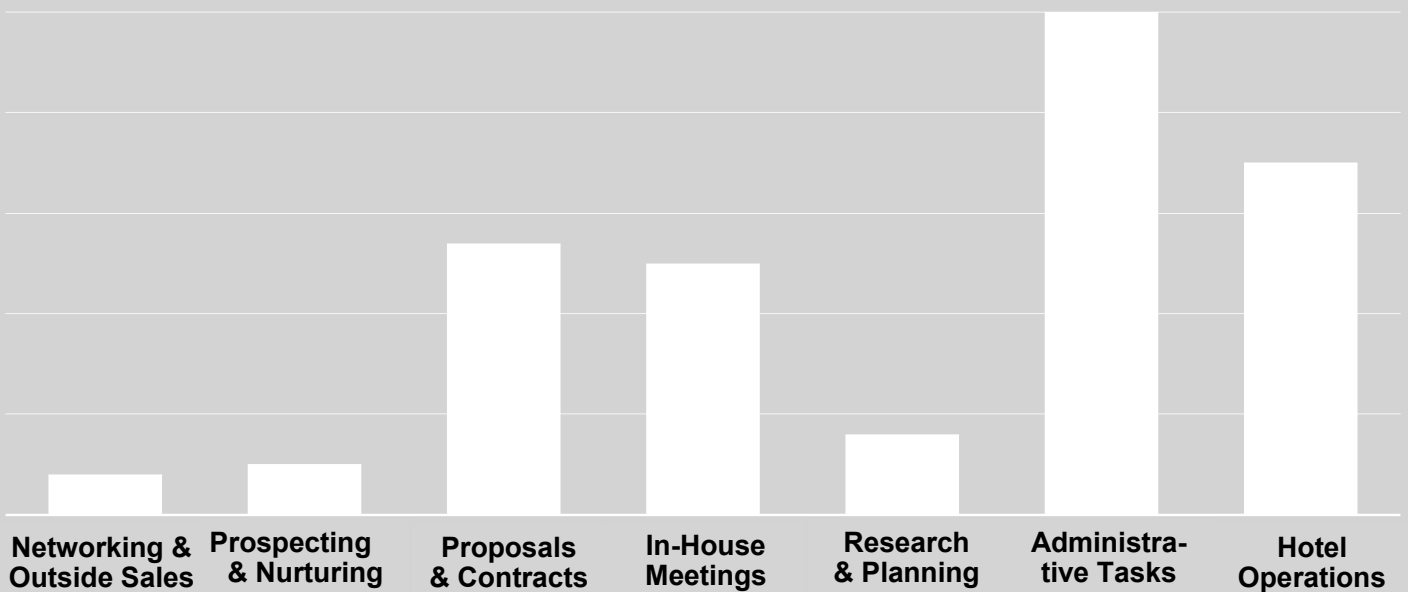
**92%** of all customer interactions happen on the phone. (Source: SalesForce)

It takes an average of **8 attempts** to make initial contact with a prospect. (Source: SalesForce)

**8**

**50%** of hotel sales managers spend less than 6 hours per week on lead generation & proactive sales. (Source: Plan B Consultants, Inc. Survey, Oct. 2015)

## WHERE IS YOUR TIME BEING SPENT?



## HOW TO MAKE THE TIME FOR PROACTIVE PROSPECTING...

1. [Prioritize Your Time](#)
2. Stay Committed
3. Say “NO” To [Distractions](#)
4. Get Out & Network
5. Reward Yourself