



GREAT NEWS!...A New Lead Has Arrived.

Invested Sales has Acquired The Following Lead

Contact Information		Lead Information	
Lead Type:	3-Information Request (Requires F/U)	Website:	http://www.smithsystems.com
Group Name:	Smith Systems	Future Event Dates:	2021
Contact Name:	Kim Smith	Number of Attendees:	Anywhere from 350-400
Title:	Event Coordinator	Overnights Required:	At least 3 days of overnights
Phone Number:	(817) 652-5555	Type & Space Needed:	Ballroom space for 400-500 people
Nav. to Contact:	Ask for Contact	Event Lead Time:	3-6 Months
Email Address:	ksmith@smithsystems.com	Follow-Up:	Early November 2019
Mailing Address:	5501 Brookhollow Plaza Drive, Suite 500	Most Important Factor in Hotel Selection:	Beverage selections & location from airport.
City:	Arlington		
State:	TX		
Zip Code:	76007		
Call Description:	<p>5/6/2019 Spoke to Kim who confirmed that she is the event planner for the company. Kim was very genial and seemed to be extremely interested in coming to Paradise Point for her large event. Kim stated that they have gone to Las Vegas in the past, but that they wished to change to the California market for 2019. Kim stated that the date will be sometime in the 1st quarter or possibly the 2nd quarter of 2019, and that the event would have around 400 people and require 3 nights of rooms. Kim emphasized that they really like to enjoy themselves after the meetings are over and cut loose. Kim also stressed that her most important factor would be the Price Point since they would have such a large group. She would like to receive a brochure by email at ksmith@smithsystems.com to get a general feel for the property and she would like someone to follow-up Early November 2019</p>		

Client Name: Hilton Downtown

Lead Cost: \$32.50

Reviewed By: Chuck Jones;

Completed On: 5/6/2019 12:33PM EST

**The data/details in this example lead is fictitious*