Sports Tournament Lead Sheet

Today’s date:\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Time \_\_\_\_\_\_\_\_\_\_am/pm

Name of person calling:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Position (Coach, tournament director etc):\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Telephone Number:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

Email:\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

1. What is the name of the tournament? \_\_\_\_\_\_\_\_\_\_\_\_\_\_
2. What sport (if it is not obvious)\_\_\_\_\_\_\_\_\_\_\_\_\_
3. Is this tournament yearly? Y/N
   1. Where have they stayed in the past? \_\_\_\_\_\_\_\_\_\_\_\_\_\_
   2. How many rooms did they pick up last year \_\_\_\_\_\_\_\_\_\_\_\_\_\_
4. Is this a stay to play tournament?
5. How many teams do you anticipate will be coming? \_\_\_\_\_\_\_\_\_\_\_\_\_\_
   1. Can you provide us a list of teams that will be coming? \_\_\_\_\_\_\_\_\_\_\_\_\_\_
6. How many rooms do you need?
   1. What are the room types? Singles\_\_\_\_\_\_ Doubles \_\_\_\_\_\_\_ Suites \_\_\_\_\_\_\_\_\_
7. How many tournaments do you do in a year?
   1. When are the other tournaments? Date \_\_\_\_\_\_\_\_\_\_\_\_
8. How do people make their reservations – individually or as a rooming list
9. Method of Payment\_\_\_\_\_\_\_\_\_\_\_
10. Tax Exempt? Y N
11. Comp Rm. for coach?
12. Dinner Plans??

Rebate needed? \_\_\_\_\_\_\_\_ How much? \_\_\_\_\_\_\_\_ Commissionable?\_\_\_\_\_\_

Comp Ratio \_\_\_\_\_\_\_\_\_\_\_\_\_

Rate quoted \_\_\_\_\_\_\_\_\_\_\_\_\_

Trace added?\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\*\* Make sure we go over the free services we offer for sports teams

* We will block rooms near each other as much as possible.
* We can offer a free hospitality suite that the team can hang out in.
* We offer free wifi, and free hot breakfast every morning that includes eggs, etc….

**Common Objections:**

Objection # 1:

Answer to Objection # 1:

Objection # 2:

Answer to Objection # 2:

Objection # 3:

Answer to Objection # 3: