This is our first quarter report for the specialist holiday bookings that we offer in Europe and now in the Caribbean. In the report we will give up to date information on the chosen locations, sales and the take up of mini tours. You will see that the new sales staff have performed well and that we have a great season ahead of us. The locations we are using are:

|  |  |  |
| --- | --- | --- |
| *Code* | *Location* | *Hotel* |
| JGBEXL |  |  |
| ALMGPL |  |  |
| GCAPRG |  |  |

The Jersey hotel and golf complex is a well established favourite and uses the beautifully situated Excelsior hotel on St Brelade’s Bay. Its fine views and excellent golf facilities attract players and their guests to return year after year. Almeria is a favourite escape for the professional in the cooler months at the end of the year or in the New Year, but attracts bookings all year round.

Our new offering is at the Paradise Retreat golf complex on Grand Cayman. This is such a beautiful location with facilities offered to the highest standards that we are sure it will become a very desirable dewstination for our most discerning guests. With its success established, we look forward to introducing another special holiday location in the coming year.

We plan to add new destinations in the coming months and are actively seeking suitably excellent hotels with all the facilities that our guests would expect and demand. At the moment we have not finalised our contracts. We plan to use this picture of our next mystery destination in our new brochure:

This report details sales by new staff who have recently started at our London offices which are located in:

1. Strand
2. Oxford Street
3. Regent Street

Our new sales staff based in these London offices include:

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| Staff | First name | Family name | Office | Start date |
| AR |  |  |  |  |
| FD |  |  |  |  |
| FS |  |  |  |  |
| JP |  |  |  |  |
| LM |  |  |  |  |
| ME |  |  |  |  |
| PB |  |  |  |  |
| RD |  |  |  |  |
| ST |  |  |  |  |

Sales performance figures for each member of staff for the fisrt three months are available on request. Shown below is a summary of the number of sales made and the value of the sales for week 37. We also show separately the value of mini tours they sold. The sales summary for week 37 is included here:

The number of sales made by each member of staff is shown as a chart here. We would like to congratulate Joan Peters at the Strand office.