



New Generation Sales GroupTM, LLC

Professional Lead Generation Services Exclusively for the Hospitality Industry

| Contact Information | | Lead Information | |
|--------------------------|---|--|---|
| Lead Type: | 1-HOT LEAD!!! | Website: | http://www.jonespharmaceuticals.com/ |
| Group Name: | Jones Pharmaceuticals Inc. | Future Event Dates: | Mid November 2016 |
| Contact Name: | Mark Henry | Number of Attendees: | 40-50 Attendees |
| Title: | Event Coordinator | Overnights Required: | 1-3 day event, 25-80 overnights used |
| Phone Number: | (951) 578-3183 | Type & Space Needed: | Large conference room |
| Nav. to Contact: | Direct Line | Event Lead Time: | 3-6 Months in advance |
| Email Address: | mhenry@jonespharmaceuticals.com | Follow-Up: | Early June 2016 |
| Mailing Address: | 20 Enterprise, Suite 200 | Most Important Factor in Hotel Selection: | Price, Accommodations & Catering |
| City: | Aliso Viejo | | |
| State: | CA | | |
| Zip Code: | 92705 | | |
| Call Description: | 1/4/2016: Reached VM, left Message 1/12/2016: Spoke to Mark Henry who confirmed himself as the event planner. Mark stated that he was sorry he missed my calls earlier and was eager to hear about the property! Mark stated that he can have anywhere from 40-50 people attending his events and that all they require is a properly equipped conference room with food & beverage service. He stated that they often use overnights and that they stay anywhere from 1-3 nights. His most important factors for hotel selection are price, as well as the accommodations. Mark stated that he has two meetings to plan currently, however does not have a venue selected as of today. Mark would like more information sent by email to " mhenry@jonespharmaceuticals.com " for his own review as well as to forward to the other Admins, as they all have events to plan. Mark would like a follow-up call in the first week in June 2016 to discuss his event and would like to arrange a site visit | | |

Example Lead