



Hotelier Monthly Reflection Fillable Worksheet

PERSONAL WINS

Win #1:

Win #2:

Growth moment:

What energized me:



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PROFESSIONAL WINS (Aligned to Strategic Goals)

Top measurable win:

Strategic action I took:

Client or internal team win:

Challenge I overcame:



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ACCOUNT GROWTH & SALES MOMENTUM

Accounts with highest momentum:

New leads uncovered:

Follow-ups completed that moved business forward:

Trends noticed in my book of business:



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Accounts up YOY/why:

Accounts down YOY/why:

Group Impact – which accounts are booking the most group business?

LEADERSHIP & VISIBILITY

My top 3 accomplishments to highlight:



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Where I created value for my team/brand:

Cross-department wins:

LEARNING & NEXT STEPS

Biggest lesson this month:

Skill I want to grow next month:



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One priority for next month:

What I'm Focusing on Next Month

Priority #1:

Priority #2:

Additional Focus Items: