

SOUTHWESTERN REGION ITINERARY FOR MRS. MARTIN

OCTOBER 1 - TRAVEL PLANS FROM ROCHESTER TO PHOENIX

12:15 pm – Arrive at Rochester Airport

2:15 pm – AA Flight 613 to Chicago from Rochester Airport (one-hour layover in Chicago)

AA Flight 272 from Chicago to PHX; John Fredrickson (manager) will meet you at PHX.

Car Rental – Hertz at PHX; Confirmation: 99835674B

Hotel Reservations – Renaissance Phoenix Downtown Hotel; Confirmation: ATQ8442B

OCTOBER 1

8:00 pm – Take Mr. and Ms. Fredrickson to dinner at Sweeney's Restaurant.

OCTOBER 2

9:00 - 11:00 am – Meet Joseph Matthews (small appliance sales manager).

12:00 pm – Lunch with Mr. Fredrickson and Mr. Jacobs

2:00 pm – Meet Taylor James (refrigerator sales manager).

7:30 pm – Dinner at Sweeney's with Guests: Mr. and Ms. Taylor James, Mr. and Ms. John Smith, and Mr. and Ms. Joseph Matthews.

OCTOBER 3

Visit LGP Appliances manufacturing plant. Contact is Carl Matlock (manufacturing vice president).

Lunch with Mr. Matlock

Return to Renaissance Hotel to add finishing touches to speech for Sales Management Club.

OCTOBER 4

10:00 am – Arizona State University, Management Building, Room 326; Louis Huffy (speaker at November sales seminar)

Lunch with Mr. Huffy

7:00 pm – Speak to Sales Management Club; Arizona State University

OCTOBER 5 - TRAVEL PLANS FROM PHOENIX TO ROCHESTER

6:15 am – Return rental car at Phoenix airport.

9:15 am – AA Flight 312; Phoenix to Chicago

12:09 pm – Arrive in Chicago

1:17 pm – AA Flight 416 for Rochester