

Katie Sikkema

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Re-Submitting May 26, 2014

## Goals and Objectives

1. Learn Red Butte's membership program by May 23<sup>rd</sup>.
  - a. Sell at least 20 memberships a shift.
  - b. Spend time explaining our memberships and the differences; this will also help me memorize the differences.
2. Learn the admission ticketing system by May 23<sup>rd</sup>.
  - a. Sit at the front desk at least 4 hours a shift and sell 50 admission tickets by May 23<sup>rd</sup>.
  - b. Count out my sales drawer by comparing tickets sold to cash intake to learn our sales system.
3. Be involved in at least 8 concerts by August 1<sup>st</sup>.
  - a. Attend one concert to get the full experience and relate to the customers when they have questions about the venue, my experience, etc.
  - b. Sell at least 20 concert tickets a shift.
  - c. Help at will-call and ticketing for at least 4 of the concerts and sell merchandise at the other 4. Learn where the revenue is coming and going; to Red Butte or the band?