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On The Road: Reservations

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On the Road

Reservations

A glimpse at "Life in the Trenches"

Column Editor: **Don Jaeger** (Alfred Jaeger, Inc.) <jaeger@ajaeger.com>

All stories, all anecdotes, all shared experiences are welcomed. Fax them to 516-543-1537, or mail to Don's attention at Alfred Jaeger, Inc., 66 Austin Blvd., Commack, NY 11725-9009. — DJ

It was nice to have a break from writing this column for the last issue as I was busy with travels throughout the months of April and May. When this issue hits the streets it will be towards the end of the summer and ready to start the fall travel season. We still would welcome travel stories from our European and Asian contingents about their experiences of being on the road. Please forward to me, Don Jaeger, column editor, at the e-mail address jaeger@ajaeger.com or fax me at (516) 543-1537.

RESERVATIONS

The following sales story will remain anonymous and occurred, I believe, in Washington, DC about 8-10 years ago. A sales rep for a major vendor was attending an annual library meeting. His company had a number of reps and managers also assigned to that meet-

ing and reserved a block of rooms on one or two floors in the hotel. As many times happens to colleagues, a sense of humor is needed to pass some of the long hours at the exhibit booth or throughout the grind of a five-day meeting.

This particular rep thought that he would pull a stunt on his colleague by checking him out of the hotel room and removing the bags that same morning after the colleague had left to go to the convention center. During the day, the sales rep thought this was going to be fun, especially when his colleague went back to the room.

It just so happened that the victim did not return to his room until later that evening after cocktails, a late dinner, and an after-dinner drink. Finally, the victim went to insert the key card into his door at 2:00 in the morning, but alas it didn't work. The perpetrator of the joke

conveniently had his room next door so he could hear the goings-on in the hallway. There was a house phone in the hallway and all you could hear at 2 AM was the sound of Mr. So-and-So calling the front desk and repeating his name saying to the desk clerk on the other end of the phone that this was his room and he had a reservation.

At that point, before the victim got too heated, the perpetrator let him know that it was a trick and that another room was reserved for him under a bogus name so that he would have occupancy for the night. Needless to say, the sales person who perpetrated this trick also fell victim to some pranks himself a few times following that meeting.

Many of you told me some great sales stories during the summer meetings (ALA, MLA, SLA). Where are they? We'd like to hear from you.

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