

36th Annual Student Career Days
March 22 – 25, 2012
Kansas State University

SALES PRESENTATION

Description: The student (maximum of one individual per school) will be given a scenario on the Student Career Days Web site approximately one week prior to the event. The student will have 10 minutes to make the sales presentation on Saturday during their assigned time-slot.

Time: 10 minutes; time-slots will be assigned during the event briefing on Friday using a lottery system

Limits: The sponsor reserves the right to limit the number of individuals that will compete due to time constraints. Schools will be entered into the lottery based on the date their registrations were received and paid for. (Registrations that are received late or have not been paid will be placed on a waiting list.)

JUDGING CRITERIA

Points: 100 possible points for the individual score; the individual score is doubled toward the team score for a total of 200 possible points.

Points will be assigned based on the following criteria:

1. General considerations (50%) – includes preparation, appearance and review of the contract.
2. Meeting the goal (50%) – includes obtaining the contract and deposit and effectively overcoming objections.

Time will only be used as a tiebreaker.

Students are required to bring the following materials to the event: Pencil with eraser, calculator, and paper. Students are encouraged to use props to assist them in their presentation.

Sponsor is required to supply the following materials for the event:

- A scenario including history, scope of the project, forms required and company capabilities.
- A site plan for the proposed project
- Stopwatches
- Sufficient number of judges and event monitors
- Any other items deemed necessary for this event