

INTERESTED IN JOINING THE SALES LEADERSHIP CENTER'S STUDENT SALES TEAM?

We're looking for CSUF students interested in joining The Sales Leadership Center's student sales team for the purpose of competing in the prestigious Western States Collegiate Sales Competition. Team members will compete in a "role play" based sales competition that will simulate real world selling situations. Student teams from several schools will participate.

Key Information

- Location: Cal State Chico
- Date: April 13-15, 2012 (first and last days are travel days)
- Cost to student team members: \$0
All costs including airfare, meals, and hotel are covered by corporate sponsorships.
- Further information at:
<http://www.csuchico.edu/cob/psp/WSCSC.shtml>
- Team size: three, possibly four students
- Judges: leading corporate executives
- No fund raising is involved. *Corporate sponsors have already been secured.*
- No selling of actual products or services is involved in the competition. Students are asked to demonstrate their sales abilities through "role plays."

What In It for Students?

- Learn sales.* Through preparation sessions with faculty and executives, team members will have ample opportunity to learn and practice sales techniques, strategies, and approaches.
- Career enhancement.* Leading companies seek out past student competitors when recruiting.
- Cash prizes.* The competition will offer cash prizes to top performers.
- All expense paid travel.* What a great opportunity to visit a sister campus!

What is asked of students?

- Preparation sessions. Be available for 4-5 preparation sessions to be held over the second half of February, March and April. Each session 1-2 hours; "homework" in between; exact scheduling TBD, possibly Fridays.
- Competition in Chico, California: April 13-15, 2012 (first and last days are travel days)
- Recognition ceremony at CSUF: Friday, April 27, 2011

Interested?

- Please check www.fullerton.edu/sales for date of the "Sales Competition Information Session" – try and join us if you can!
- Contact Dr. Chris Kondo, Director, The Sales Leadership Center, ckondo@fullerton.edu

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