



SPONSOR AGENDA

Wednesday, November 2:

3:00 PM – 5:30 PM	Arrival/CAREER FAIR SETUP	Convention Center – Caribbean V to VII
4:30 PM – 6:00 PM	Reception	Convention Center – Caribbean I to IV
6:00 PM - 6:45 PM	Welcome and Mandatory Meeting for All	Convention Center – Caribbean I to IV
6:45 PM - 8:30 PM	Speed Selling Round 1	Convention Center – Caribbean I to IV

Thursday, November 3:

7:15 AM	Round 1A Role-Play Buyer	Report as Assigned
7:30 AM	Round 1A Role-Play Judges	Report as Assigned
10:45 AM	Round 1B Role-Play Buyer	Report as Assigned
11:00 AM	Round 1B Role-Play Judges	Report as Assigned
11:30 AM – 5:00 PM	Career Fair	Convention Center – Caribbean V to VII
12:00 PM – 2:00 PM	Lunch	Convention Center – Caribbean I - IV
2:45 PM	WC-A Role-Play Buyer	Report as Assigned
3:00 PM	WC-A Role-Play Judges	Report as Assigned
5:15 PM	WC-B Role-Play Buyer	Report as Assigned
5:30 PM	WC-B Role-Play Judges	Report as Assigned

Friday, November 4:

7:45 AM	Round 2 Role-Play Buyer	Report as Assigned
8:00 AM	Round 2 Role-Play Judges	Report as Assigned
7:45 AM	Sales Management Case Round 1 Judges	Report as Assigned
9:30 AM – 4:00 PM	Career Fair	Convention Center – Caribbean V to VII
12:00 PM – 2:00 PM	Lunch	Convention Center – Caribbean I - IV
1:45 PM	Round 3 Role-Play Buyer	Report as Assigned
2:00 PM	Round 3 Role-Play Judges	Report as Assigned
1:30 PM	Sales Management Case Round 2 Judges	Report as Assigned
7:00 PM – 10:00 PM	Casino and Karaoke Night	Convention Center – Caribbean I - IV

Saturday, November 5:

7:30 AM	Round 4 Role-Play Buyer	Report as Assigned
7:45 AM	Sales Management Case Final Round Judges	Report as Assigned
8:00 AM	Round 4 Role-Play Judges	Report as Assigned
8:30 AM – 10:30 AM	Watch the Final Rounds of both Speeding Selling and Role-Play	Convention Center – Caribbean V
11:00 AM – 12:30 PM	Awards Luncheon	Convention Center – Caribbean I - IV
1:00 PM	Buses leave for Disney	Convention Center Entrance
11:00 PM	Buses return to Caribe Royale	Convention Center Entrance

Chuck Viosca, Director, FSU Sales Institute (985) 859-6680

Pat Pallentino, Director of Sales and Marketing Education Foundation (850) 933-7267

Logistic Questions: Shannon Young, Program Manager (850) 570-4826

Sales Management Case Competition: Leff Bonney, Associate Professor, FSU Sales Institute (850) 766-5802