

# 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 Buyers	Report as Assigned
7:30 AM	Round 1A Role-Play Judges	Report as Assigned
10:45 AM	Round 1B Role-Play Buyers	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
11:30 AM - 5:00 PM	Interview Space Available	Convention Center – Boca I – IV
12:00 PM – 2:00 PM	Lunch	Convention Center – Caribbean I to IV
2:45 PM	WC-A Role-Play Buyers	Report as Assigned
3:00 PM	WC-A Role-Play Judges	Report as Assigned
5:15 PM	WC-B Role-Play Buyers	Report as Assigned
5:30 PM	WC-B Role-Play Judges	Report as Assigned

## Friday, November 4

7:40 AM	Sales Management Case Round 1A Judges	Report as Assigned
7:45 AM	Round 2 Role-Play Buyers	Report as Assigned
8:00 AM	Round 2 Role-Play Judges	Report as Assigned
9:30 AM – 4:00 PM	Career Fair	Convention Center – Caribbean V to VII
9:30 AM - 4:00 PM	Interview Space Available	Convention Center – Boca I – IV
12:00 PM – 2:00 PM	Lunch	Convention Center – Caribbean I to IV
12:40 PM	Sales Management Case Round 1B Judges	Report as Assigned
1:45 PM	Round 3 Role-Play Buyers	Report as Assigned
2:00 PM	Round 3 Role-Play Judges	Report as Assigned
7:00 PM – 10:00 PM	Casino and Karaoke Night	Convention Center – Caribbean I to IV

## Saturday, November 5

7:30 AM	Round 4 Role-Play Buyers	Report as Assigned
7:40 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 Speed Selling and Role-Play	Convention Center – Caribbean VI – VII
11:00 AM – 12:30 PM	Awards Luncheon	Convention Center – Caribbean I – IV
1:00 PM	Buses leave for Disney	Convention Center Entrance
9, 10, 11:00 PM	Buses return to Caribe Royale	Convention Center Entrance

### FSU Sales Institute

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