

Sponsor Agenda



Wednesday, October 30

3:00 PM – 5:00 PM	Sponsor Check-In and Career Fair Setup	Convention Center Registration Desk East
3:00 PM – 7:00 PM	Registration Desk Open	Convention Center Registration Desk East
5:00 PM – 5:45 PM	Welcome and Mandatory Meeting for All	Convention Center Caribbean I to IV
5:45 PM – 7:30 PM	Speed Selling Round 1	Convention Center Caribbean I to IV

Thursday, October 31

7:15 AM	Round 1A Role-Play Buyers	Report as Assigned
7:30 AM	Round 1A Role-Play Judges	Report as Assigned
9:00 AM – 5:30 PM	Registration Desk Open	Convention Center Registration Desk East
9:30 AM – 4:30 PM	Career Fair	Convention Center Caribbean V to VII
10:45 AM	Round 1B Role-Play Buyers	Report as Assigned
11:00 AM	Round 1B Role-Play Judges	Report as Assigned
12:00 PM – 2:00 PM	Lunch Pickup	Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean I – IV
2:45 PM	WC-A Role-Play Buyers	Report as Assigned
3:00 PM	WC-A Role-Play Judges	Report as Assigned
4:30 PM – 6:00 PM	Career Fair Sales Management Case ONLY	Convention Center Caribbean V – VII
5:15 PM	WC-B Role-Play Buyers	Report as Assigned
5:30 PM	WC-B Role-Play Judges	Report as Assigned

Friday, November 1

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
8:30 AM – 4:30 PM	Registration Desk Open	Convention Center Registration Desk East
9:30 AM – 4:00 PM	Career Fair	Convention Center Caribbean V to VII
We Recycle – Please Return your Lanyard		
12:00 PM – 2:00 PM	Lunch Pickup	Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean I – 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 <i>Sponsored by</i>	Convention Center Caribbean I to IV

Saturday, November 2

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
8:30 AM – 11:00 AM	Registration Desk Open	Convention Center Registration Desk East
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

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

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

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