

Partner Agenda



Wednesday, November 4

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 – III
5:45 PM – 7:00 PM	Speed Selling Round 1	Convention Center Caribbean I – III

Thursday, November 5

7:15 AM	Round 1A Role-Play Buyers	Report to Tower II Lobby
7:30 AM	Round 1A Role-Play Judges	Report to Tower II Lobby
9:00 AM – 5:30 PM	Registration Desk Open	Convention Center Registration Desk East
9:30 AM – 6:00 PM	Career Fair	Convention Center Caribbean IV – VII
10:45 AM	Round 1B Role-Play Buyers	Report to Tower II Lobby
11:00 AM	Round 1B Role-Play Judges	Report to Tower II Lobby
12:00 PM – 2:00 PM	Lunch Pickup	Convention Center Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean III
2:45 PM	WC-A Role-Play Buyers	Report to Tower II Lobby
3:00 PM	WC-A Role-Play Judges	Report to Tower II Lobby
5:15 PM	WC-B Role-Play Buyers	Report to Tower II Lobby
5:30 PM	WC-B Role-Play Judges	Report to Tower II Lobby

Friday, November 6

7:45 AM	Round 2 Role-Play Buyers	Report to Tower II Lobby
8:00 AM	Round 2 Role-Play Judges	Report to Tower II Lobby
8:30 AM – 4:30 PM	Registration Desk Open	Convention Center Registration Desk East
8:30 AM	Sales Management Case Round 1A Judges	Report to Tower II Lobby
9:30 AM – 4:00 PM	Career Fair – <i>We recycle!</i> <i>- Please leave lanyards at the table</i>	Convention Center Caribbean IV – VII
12:00 PM – 2:00 PM	Lunch Pickup	Convention Center Hibiscus
12:00 PM – 2:00 PM	Lunch Seating Available	Convention Center Caribbean III
12:30 PM	Sales Management Case Round 1B Judges	Report to Tower II Lobby
1:45 PM	Round 3 Role-Play Buyers	Report to Tower II Lobby
2:00 PM	Round 3 Role-Play Judges	Report to Tower II Lobby
7:00 PM – 10:00 PM	Casino and Karaoke Night	Convention Center Caribbean I – IV

Saturday, November 7

7:30 AM	Round 4 Role-Play Buyers	Report to Tower II Lobby
7:30 AM – 10:30 AM	Registration Desk Open Pickup Disney Tickets	Convention Center Registration Desk East
7:40 AM	Sales Management Case Final Round Judges	Report to Tower II Lobby
8:00 AM	Round 4 Role-Play Judges	Report to Tower II Lobby
8:00 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	Load Buses to Leave for Disney	Convention Center Entrance

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

Role-Play Competition Questions: Chuck Viosca, Director, FSU Sales Institute (985) 859-6680

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

Judging Questions: Angie Kovarik, Assistant Lecturer (505) 206-3472