

## ICSC Speed Selling Competition – Final Round

Students are selling to a prospect as if they work for:

# dexian

For EVERY item below, circle ONE number on EACH line. Speeches are 120 seconds max.

Items	Student's Scores
<b>Speech Content</b>	
Name and Company	0 1 2 3 4 5 6 7
Attention-Getting/Memorable Opening	0 1 2 3 4 5 6 7
Knowledgeable About the Prospect's Company	0 1 2 3 4 5 6 7
Demonstrated Value Including Evidence/Examples	0 1 2 3 4 5 6 7
Matched Dexian's Value To Prospect (Customized)	0 1 2 3 4 5 6 7
Call To Action / Specific Next Step	0 1 2 3 4 5 6 7
<b>Delivery</b>	
Conversational/Not Scripted	0 1 2 3 4 5 6 7
Eye Contact And Positive Body Language	0 1 2 3 4 5 6 7
Correct Pronunciation And Grammar	0 1 2 3 4 5 6 7
No Filler Words: "um" "like" "you know" "actually" etc.	0 1 2 3 4 5 6 7