

NCSC SPEED SELLING – Coaches & Students

Saturday 3/6: 11am – 4pm
During NCSC Career Fair
[Registration Link](#)

What is SPEED SELLING?

<90 second (max) *Elevator Speech* to select NCSC Sponsors:

- Gartner (Product Sponsor) and all Platinum, Gold and Silver Sponsors
- List of these companies to follow

Who's Eligible?

- Students not competing in NCSC Role-Play Competition. Limit: 10 students from each university. Must register for NCSC Career Fair.
- **NO Registration Necessary** – However, some Sponsor Judging organizations require competitors to make an appointment before event. Competitor Announces to judging sponsor they are a Speed Selling Competitor, their name and school.


The Rules:

1. The speech must include: (Judging Form is attached)
 - Professional Introduction
 - Gain Attention
 - Knowledge of Judging Company
 - Attempt to gain commitment to next step of hiring process (job or internship)
 - Effective communication and professionalism
 - Be non-scripted and conversational
 - Other (Can be creative)
2. Each student can meet Speed Selling Sponsors **ONE TIME**.
3. Speed Selling Judging Sponsors will be identified.
4. The objective is to get an appointment for a job or internship interview.
5. **90 seconds or less time limit.**
6. Sponsors will have judging forms (see NCSC Judging Form next page)
7. Speed Selling Competitors should identify themselves when entering Virtual Career Fair Booth.
8. **Speed Selling is 1 round only.** The top Speed Seller for each booth will win \$150 and receive a plaque/trophy. Competitors may win multiple times. Winners will be announced during the NCSC Awards meeting on the last day of the NCSC!
9. **STUDENTS CAN PRESENT ONLY ONCE PER COMPANY—NO REDO's.**
9. Good luck and good selling!



NCSC SPEED SELLING – Coaches & Competitors



 SPEED SELLING Judging Form Please Print all information	
Student Name:	
University:	
Date of Graduation:	
Judging Company Name:	
Judging Company Representative: filled out by judge	
ELEVATOR SPEECH CONTENT	
Objective: Gain follow-up meeting for job or internship interview	0-10
Candidate Introduction	
Attention Getting Statement	
Knowledge of company (Speed-Selling judging sponsor)	
Effectiveness of Attempt to Gain Commitment to next step in hiring process	
Communication & Professionalism	
Non-Scripted and Conversational	
Professionalism and confidence	
Total Score	
FEEDBACK NOTES/OBSERVATIONS:	



If You Have Questions--Please Contact
 Dr. Stefan Sleep
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 Prof. Brent McCulloch.
bmccull9@kennesaw.edu

NCSC SPEED SELLING – Sponsor Judging Companies

- **Aflac** | Requires Appt | Contact Margaret Price: 845.594.5681
- **Becton Dickson/BD Medical**
- **Ciena** | Req. Appt | Contact Amanda Barron: 470.562.5434
- **DLL**
- **Guardian Life** | Req. Appt | Contact Nikon Pascual: 413.395.4423
- **Henry Schein** | Req. Appt | Contact Anna Ostrowski: 262.402.8305
- **Herc Rentals**
- **Paychex** | Req. Appt | Doodle Sch: appt. accepted until 3/4 12pm EST
https://doodle.com/poll/wpvet6ht2w8g44kz?utm_source=poll&utm_medium=link.
- **Paycom**
- **Rocket Mortgage** | Req. Appt. | Contact Eric Jones – send email:
ericjones@rockcentraldetroit.com
- **Spectrum**



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