

# NCSC SPEED SELLING – Coaches & Students

Saturday 3/5: 11am – 4pm  
During NCSC Career Fair

## What is SPEED SELLING?

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

- Platinum and Gold Sponsors (see following slide for participants)

## Who's Eligible?

- Students not competing in NCSC Role-Play Competition. Limit: 10 students from each university.
- Must register for NCSC Career Fair.
- All speed selling competitors are required to make an appointment with the sponsor prior to the event.  
Details to follow in mid February

## The Rules:

1. The objective is to get an appointment for a job or internship interview.
2. The speech must include: (see NCSC Judging Form next page)
  - 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)
3. **STUDENTS CAN PRESENT ONLY ONCE PER COMPANY—NO REDO's.**
4. Speed Selling Judging Sponsors will be identified by a yellow vest.
5. Speed Selling Competitors should identify themselves to the Judging Sponsor.
6. **90 seconds or less time limit.**
7. Sponsors will have judging forms (see NCSC Judging Form next page)
8. **Speed Selling is 1 round only.** The top Speed Seller for each booth will win a \$150 Amazon gift card and receive a plaque/trophy. Competitors may win multiple times. Winners will be announced on Sunday night!
9. **The school with the most speed selling competitors will receive additional travel reimbursement.**
10. 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

[ssleep@kennesaw.edu](mailto:ssleep@kennesaw.edu)

Prof. Brent McCulloch.








[bmccull9@kennesaw.edu](mailto:bmccull9@kennesaw.edu)



# NCSC SPEED SELLING – Sponsor Judging Companies



ALL COMPETITORS **MUST** SCHEDULE A SPEED SELLING APPOINTMENT **PRIOR** TO THE COMPETITION

	<p>Schedule via online calendar using the following link:  <a href="https://calendly.com/gartnerncsc2022/speedselling">https://calendly.com/gartnerncsc2022/speedselling</a></p>
	<p>Schedule via online calendar using the following link:  <a href="https://docs.google.com/spreadsheets/d/1Kj12_QTB-D5Jb9GAPREmgnZ4WWUBZnsjrYceFz3eAU/edit?usp=sharing">https://docs.google.com/spreadsheets/d/1Kj12_QTB-D5Jb9GAPREmgnZ4WWUBZnsjrYceFz3eAU/edit?usp=sharing</a></p>
	<p>Schedule a phone call with Nikon Pascual to set a speed selling appointment using the following link to his online calendar:  <a href="https://outlook.office365.com/owa/calendar/NikonJPascualCLUCDRFieldTalentAcquisitionSeniorRecruiter@glic.microsoftonline.com/bookings/">https://outlook.office365.com/owa/calendar/NikonJPascualCLUCDRFieldTalentAcquisitionSeniorRecruiter@glic.microsoftonline.com/bookings/</a></p>
	<p>Schedule via online calendar using the following link:  <a href="https://calendly.com/aedgington-1/sazerac-speedselling?month=2022-03">https://calendly.com/aedgington-1/sazerac-speedselling?month=2022-03</a></p>
	<p>Schedule via online calendar using the following link:  <a href="https://calendly.com/sima-taslakian/speed-selling">https://calendly.com/sima-taslakian/speed-selling</a></p>
	<p>Schedule via online calendar using the following link:  <a href="https://calendly.com/qualtricsncsc/speed-selling-competition?month=2022-03">https://calendly.com/qualtricsncsc/speed-selling-competition?month=2022-03</a></p>
	<p>Schedule with Greg Collard via email, phone, or LinkedIn:  gcollard@granitenet.com  617-590-1603  <a href="https://www.linkedin.com/in/gregory-collard-1967aa1/">https://www.linkedin.com/in/gregory-collard-1967aa1/</a></p>