



All-Campus Sales Competition



**Northwestern
Mutual®**

Sponsored by: Northwestern Mutual

Friday, April 29, 8:00 p.m. to 3:30 p.m.

Free Parking for Partners, Lot 7 Starin Road across from Hyland Hall

Pick up your pass at the parking office and tell them you are here for the All-Campus Sales Competition

WIFI access will be provided for partners when possible

Event	Time	Where
Welcome Partners Continental Breakfast Register (materials and name badge)	8:00	Dean's Boardroom HH 4301
Judges' and Buyers' Meeting	8:30	Dean's Boardroom HH 4301
Sales Competition Round Three Needs Assessment	9:00 – 12:00	Rooms as assigned: HH 2301, HH 2302, HH2306, and HH 2309.
Lunch with Contestants and Partners	12:00 – 1:15 Competitors Announced for Finals (Round 4) Hot lunch provided	Hyland Hall Atrium
Finals, Round Four Product Presentation	1:30 – 3:00	Rooms as assigned: HH 1307 & HH 1307
Partners and Students Mingle Snacks and Beverage Awards Presentation	3:00 – 3:30	Hyland Hall Atrium

Above is the schedule for the “All Campus Sales Competition” sponsored by Northwestern Mutual. Initially 163 sales students over two semesters began this competition for grades and \$3,000 in cash prizes. They competed in Rounds One and Two. The first round was to leave a voice mail. The second round was to make a phone call and set an appointment with the prospect. The phone calls were made to representatives from Northwestern Mutual who graded and judged the quality of the calls. The top 45 qualifiers are now competing in the mornings’ Round Three, with the top 10 advancing to the Finals Round in the afternoon.