



Sales Presentation

DESCRIPTION OF EVENT

The Sales Presentation competition allows the VEI Firm to utilize their professional salesmanship skills while showcasing their Company Catalog or Menu as a “tool” for their salesmanship presentation. The Catalog or Menu is a comprehensive catalog or menu which showcases every product and/or service that the firm offers. Below are the details of the competition. Please review the attached Rubric/Scoring Sheet for the rating of their Sales Presentation competition.

GUIDELINES

- Each firm will develop a Company Catalog or Menu for their **Virtual Business**.
- The Salesmanship team must consist of 1-2 students. No penalties will be applied for a one-person team.
- Come with a prepared plan to make a sale to the judges.
- Each firm’s team will be given **seven (7) total minutes** to make a sale to the judges & answer judges’ questions while utilizing their firm’s Catalog or Menu in their sales presentation with the purpose of showcasing their product/service line to secure a sale. **Time Allowance: 5 minutes presentation, 2 minutes judges’ Q&A.**
- Three (3) copies of the Catalog or Menu must be presented to the judges at time of the presentation. **DO NOT MAIL COMPANY CATALOG OR COMPANY MENU for this competition.**
- Judges will be given checks for the purpose of purchasing products/services from the presenting team. **Assumption:** customer financing has already been approved.
- **No electronic equipment may be used!**
- **If any member of a team interferes with another team’s presentation, cell phone interruption, talking, etc. the disrupting team will be disqualified.**
- Refer to the Sales Presentation Rubric/Score Sheet for specific elements to be included in the presentation.
- **NOTE:** Separate online submission for just the Sales Materials.

Competition results will be posted after each session’s competition in the lobby of the Rabobank Convention Center. The top eight Sales Presentations teams will participate in a final competition on the afternoon of January 17th from 3:40-5:00 pm (all finals are at this time in a room designated by event committee). This final competition will decide the overall Sales Presentation champion.

- 2018 California State Conference and Exhibition • Bakersfield, CA • January 17-18, 2018 •
 - Competition Information • veinternational.org • [#veinternational](https://twitter.com/veinternational) •