

**SALES & NEGOTIATIONS CENTER NEWSLETTER**

## Elevator Pitch Competition

Our Elevator Pitch Competition Finalist Day was held on Friday, November 15th. The day began with the Quarter Finalists (Pictured Above) invited to participate from the first round which included over 65 video submissions where students answered what their ideal job is and why. The students were invited to enjoy lunch and network with sales professionals prior to beginning the competition. Round 3 consisted of the top 8 finalists and then round 4 consisted of the finalists.

Thank you to the following for serving as judges for this competition and sharing your insights with our students: State Farm, Sherwin-Williams, Cintas, and Midwest Communications.

### Congratulations to our finalists!

Winner: Hannah Davis (Pictured Below with the Judges)

1st Runner-Up: Sarah Alzahrani

2nd Runner-Up: Colton Angel & Samantha Weirsum (Tie)



Scott College of Business  
Sales and Negotiations Center

Want to learn how you can get involved with the Sales and Negotiations Center?

Contact SNC Director, David Fleming at [David.Fleming@indstate.edu](mailto:David.Fleming@indstate.edu)

### UPCOMING EVENTS:

12/2-12/6 Study Week

12/9-12/13 Finals Week

12/14 Winter Commencement

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Full Member



## Appreciation for SNC SAC

From Coffee Corners to our Elevator Pitch Competition. Our Sales Advisory Council Members and Supporters have been superb at assisting our students better understand the opportunities in sales and assist in their professional development.

For this month, we would like to send a special thanks to all of the SNC SAC. The impact you have on our students' future is much appreciated.

### Partners

ABC Supply, Inc  
CED  
Charles Schwab & Co  
Cintas  
Cook Medical  
Enterprise Holdings  
Ferguson Enterprises  
Sales Education Foundation  
The Sherwin-Williams Company  
Tom Hopkins International  
United Rentals

### Supporters

US Automatic  
Midwest Communications  
State Farm

THANK YOU

## Sales Competitions

Our Sales Team has represented ISU at two competitions recently. They competed at the end of October at Indiana University for the National Team Selling Competition and at Ball State in mid-November at an individual competition.

Our Sales Team represented ISU well while gaining valuable experiences and connections with sales professionals. Thanks to their coach, Dr. Ferguson, our students were well prepared and also got to have fun while going for a round of bowling as shown below.

Our sales classes also participated in the first ever virtual sales competition this month, RNMKRS. Overall, Indiana State University had 11 students finish in the top 10% and 22 finish in the top 25% of competitors.



November  
Spotlight



## Kenadi Hollis



The Indiana State University Sales and Negotiation Center is pleased to announce that Kenadi Hollis, a senior marketing major at Indiana State University, is the winner of the inaugural RNMKRS Virtual National Sales Competition held on November 12, 2019. Kenadi is a distance student from Sullivan, IN and is in the first ever online Professional Selling course offered at ISU. The RNMKRS Virtual National Sales Competition drew over 1,500 aspiring sales champions from 58 universities. Competitors demonstrated their sales prowess by selling to artificially intelligent animated customer bots in this digital event. "The biggest thing I learned from participating in this competition was a real-world experience of selling. You can only learn so much in the classroom. You have to get out and experience it for yourself," **Kenadi said**. Congratulations Kenadi!