IU National Team Selling Competition
After weeks of preparation for the first sales competition of the academic year, the Indiana State University Sales Team of Hunter Diveley (SR), Jeremy Brown (JR), and Connor Lash (SO) placed first in their room of eight schools at the National Team Selling Competition held October 21st-23rd. The competition was hosted by the Center for Global Sales Leadership at the Kelley School of Business and sponsored by Altria and 3M. The virtual competition is a premier sales competition that brings together sales students from colleges and universities across the country and challenges them to apply their knowledge and skills in a complex business-to-business value-added team selling experience.

ISU Elevator Pitch Competition
Our Elevator Pitch Competition Finalist Day was held on Friday, November 13th. The qualification round included over 50 submissions. This competition was held virtually with the top 16 students invited.

Thank you to the following for serving as judges for this competition: State Farm, United Rentals, Paycom, Enterprise, and Southern Glazer’s Wine & Spirits.

Congratulations to our finalists!
Winner: Sydney Meyer
(Pictured to the Right)
2nd: Juan Tirado
3rd: Ashlyn Halstead
4th: Adam Waldrop
As we wrap up the semester, we look forward to the next. Although this semester has looked different than most, the Sales & Negotiations Center is thankful for the ISU faculty and staff, students, and corporate partners who proved to be resilient and maintain a high level of education in the classroom setting and beyond.

ISU Faculty & Staff- Thank you for your work to allow this semester to operate smoothly despite the challenging times.

Students- Thank you for your dedication to your education and proving your adaptability. You have demonstrated excellent skills for your future careers.

Corporate Partners- Thank you for supporting our students by joining for our networking events and serving as judges for our competitions.

Best wishes for the remainder of 2020, and we look forward to another great semester!

---

**Sales Competitions**

Students recently competed in the RNMKRS Virtual Sales Competition. Our students demonstrated their sales prowess by selling to an artificially intelligent animated bot in this digital competition on November 18 & 19, 2020. Over 2,100 students from 59 universities across the United States, Canada, and Germany.

In addition to the IU Team Selling Competition that our Sales Team won, the team also competed in the Northeast Intercollegiate Sales Competition hosted by Bryant University. Our team had a strong performance and networked with several companies.

**Looking Ahead**

The Professional Selling and Salesforce Management courses taught by Dr. Fergurson will participate in the Speed Selling Competition as their final exam. Students will present a sales pitch about themselves. Students in Business Negotiations with Dr. Fleming will participate in a reverse career fair where they will pitch what skills they could bring to a company.

Our students will present themselves to a company representative to combine their selling skills learned in class while exhibiting their ability to communicate with organizations. These skills will be important for their future communications with organizations and beyond.

**JOIN THE ISU SALES TEAM**

 Compete for cash prizes  
Network with top companies  
Develop professionally

Our 20-21 team will compete in virtual competitions for the Spring 2020 semester.

If interested, contact  
Dr. Fergurson (Sales Coach)  
Federal Hall, Room 215  
812-237-2116  
Ricky.Fergurson@indstate.edu