

## 2018 Value Proposition for the Sales and Negotiations Center at Indiana State University

<b>Benefits of Becoming Involved with the ISU Sales and Negotiations Center</b>	<b>Friend \$500 Annual Investment</b>	<b>Partner \$3000 Annual Investment</b>
Federal tax deductibility for donation	✓	✓
Indiana income tax credit of up to \$200 (married filing joint return)	✓	✓
Membership on Sales Advisory Council	✗	✓
Networking with other members at Sales Advisory Council meetings	✗	✓
Networking with sales students at Sales Advisory Council meetings	✗	✓
Name and company affiliation prominently advertised in the Sales Lab	✗	✓
Name and company affiliation advertised on our outgoing e-mail	✗	✓
Opportunity to make a presentation to a sales class	Second Priority	First Priority
Name and company affiliation promoted on the Sales and Negotiations Center web site	✗	✓
Satisfaction from knowing that the donation has supported sales education at Indiana State University	✓	✓
Upon request, Director will share your firm's openings for entry level sales jobs to ISU sales students in class and by email	✗	✓
Access to private training sessions with invited sales experts at a reduced rate.	Second Priority	First Priority
Complimentary participation with preferred locations at annual Sales Career Exploration Event	✗	✓
One "Recruiting Lunch" per year with Director and up to 5 senior sales students who are currently on the job market (upon request)	✗	✓
Opportunity to display a recruiting poster in the ISU Sales Lab	✗	✓
Opportunity to display your company logo with a link on our recording system's web page that will be seen by all of our sales students during reviews of their role play exercises	Reduced Rate	Free
Opportunity to review role play exercises of top sales students	✗	✓
Opportunity to mentor students in preparation for sales competitions	Second Priority	First Priority
Priority receipt of the ISU Sales Resume eBook each semester before more widespread, general distribution	By 5 days	By 10 days
Up to 3 complimentary tickets for publicly offered sales seminars	✗	✓
Partners Only Sales Career Fair	✗	✓
Assistance in the internship contract process required by ISU	✓	✓



Scott College of Business  
Sales and Negotiations Center

## About the Indiana State University Sales and Negotiations Center

- The Sales and Negotiations Center at ISU is one of only 27 full members in the University Sales Center Alliance (USCA)
- The mission of the USCA is to advance the sales profession through academic leadership: education, research, and outreach. ([www.universitiesalescenteralliance.org](http://www.universitiesalescenteralliance.org))
- Employers interested in recruiting college graduates uniquely prepared for success in sales positions should consider graduates from our programs.
- Graduates from sales programs like the one at ISU are 30% more likely to stay in the first year and ramp up their productivity 50% faster than their counterparts who were not part of a sales program (Sales Education Foundation)
- The Sales and Negotiations Center can also provide sales and negotiation training and consulting services for interested companies.

## Upcoming Sales & Negotiations Center Events

- February 20, 2018 - 2:00-3:00 pm & 3:30-4:30 pm Emotional Intelligence Workshops with Laura Munoz, University of Dallas.
- February 20, 2018 - 5:30-9:00 pm State Farm Circle of Influence Speaker Series, Key note "Table for 3: Your Client, You, and the Role of Emotions in the Sales Process" by Laura Munoz
- February 22, 2018 - 2:00-3:00 pm & 3:30-4:30 pm Sales Panels
- February 22-24, 2018 - University of Toledo Invitational Sales Competition
- March 1, 2018 - Illinois State Regional Sales Competition
- Spring 2018 Class Speaking Opportunities - Sales Force Management 3:30-4:45 pm
  - February 1: Organizational Strategy & Sales
  - February 8: Organizational Structure & Sales Force Deployment
  - February 15 Recruiting & Selection
  - March 1: Sales Training
  - March 22: Sales Leadership
  - March 29: Motivating & Rewarding Sales People
  - April 5: Evaluating the Sales Organization
  - April 19: Evaluating the Salesperson
- April 6, 2018 - 12:00 pm ISU Elevator Pitch Competition Finals
- May 8, 2018 - 3:00-4:30 & 5:00-6:30 (tentative times) pm Sales Reverse Career Fairs

Please contact Dr. David Fleming at 812-264-1075 or [david.fleming@indstate.edu](mailto:david.fleming@indstate.edu) to discuss getting involved.



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