



Indiana State University



Scott College of Business
Sales and Negotiations Center

WHEN:

Tuesday, September 17th, 2019 from
5:30 to 8:45 PM

WHERE:

Heritage Ballroom in Tirey Hall, located near the corner of 7th Street and Larry Bird Avenue, on the campus of Indiana State University, Terre Haute, IN.

COST:

Sales Professionals:

\$200 first representative and \$75 for each additional representative. See the other side for more ways to become involved. Students: No Cost

AGENDA:

5:30 to 6:00 -- Reception/Social time

6:00 to 6:10 -- Welcoming comments

6:10 to 7:10 -- Dinner and discussions between sales professionals and students

7:10 to 8:45 -- Tables will be rotated every 10 minutes giving sales professionals a chance to meet students to discuss sales careers

ISU is a full member of the



Sales Career Exploration Event

Each semester on the evening prior to the ISU Career Center's campus-wide Career Fair, the Sales and Negotiations Center sponsors a unique event in which sales professionals and ISU students from various degree programs get together to explore career opportunities in the field of sales. Students tend to seek careers in fields with which they are familiar and in which they know successful people working in that profession.

With that in mind, the goal for this event is to introduce our students to successful sales representatives and sales managers who could become employers, role models, mentors and/or career coaches for our students. To encourage a relaxed atmosphere and encourage productive interactions, the dress code for the evening is "business casual" and a delicious dinner will be served.

We welcome sales professionals with an interest in helping and/or hiring outstanding sales students who are interested in professional development. This is an opportunity to begin developing professional relationships with ISU students from a variety of different backgrounds. These outstanding young professionals will become the next generation of sales leaders!

Reservations are required and space is limited.

Contact us today to reserve your spot!

Registration Deadline is September 1, 2019

Contact

Dr. David Fleming

Director Sales and Negotiations Center
Indiana State University

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Phone: 812-237-2286 or 812-264-1075

SPONSORSHIP OPPORTUNITIES

SALES CAREER EXPLORATION EVENT

Audience: Over 80 ISU students with an expressed interest in Sales. Employers will have an opportunity to interact with these future sales leaders during dinner. After the meal, students will rotate tables every 10 minutes while sponsors remain at their table. You can meet, recruit, and set up interviews with top sales students!

Platinum Sponsor -- \$5000 -- Your Benefits (Only 1 available!):

- **Title sponsor naming rights on all event signage for this year's event**
- Partner membership with the SNC through 12/31/20 including a seat on the Sales Advisory Council (SAC)
- Opportunity to provide a full-page ad for inclusion in the Event program (deadline 9/9/19)
- Logo displayed on prominent signage (~ 2' x 3') during the Event and for the remainder of the Fall semester in our Sales Lab
- Recognition from the podium for your support of our sales program
- Logo displayed on the Sales Lab web page seen by every sales student multiple times during each semester
- Major recognition as sponsor in the Event program
- Opportunity to display your own additional signage during the Event
- Table top display of corporate logo during entire the Event
- Up to 8 tickets for entire evening

Gold Sponsor -- \$3000 -- Your Benefits (New Members Only):

- First time new Part new membership with the SNC through 12/31/19 including a seat on the SAC
- Opportunity to provide a full-page ad for inclusion in the Event program (deadline 9/9/19)
- Logo displayed on prominent signage (~ 2' x 3') during the Event and for the remainder of the Fall semester in our Sales Lab
- Recognition from the podium for your support of our sales program
- Logo displayed on the Sales Lab web page seen by every sales student multiple times during each semester
- Major recognition as sponsor in the Event program
- Opportunity to display your own additional signage during the Event
- Table top display of corporate logo during the entire Event
- Up to 6 tickets for entire evening

Silver Sponsor -- \$1000 -- Your Benefits:

- Friend membership with SNC through 12/31/19
- Logo displayed on prominent signage (~ 2' x 3') during the Event
- Opportunity to provide a half-page ad for inclusion in the Event program (deadline 9/9/19)
- Substantial recognition as sponsor in Event program
- Opportunity to display your own additional signage during the Event
- Table top display of corporate logo during the entire Event
- Up to 4 tickets for entire evening

Bronze Sponsor -- \$400 -- Your Benefits:

- Significant recognition as sponsor in Event program
- Opportunity to provide a quarter-page ad for inclusion in the Event program (deadline 9/9/19)
- Table top display of corporate logo during the entire Event
- Up to 3 tickets for entire evening