



**Indiana State
University**

**Scott College of Business
Sales and Negotiations Center**



WHEN:

Tuesday, September 23rd, 2014 from
5:30 to 8:30 PM

WHERE:

Heritage Ballroom, located in
Tirey Hall, 200 North 7th Street,
on the ISU campus, Terre Haute, IN

COST:

Sales Professionals: \$175 first repre-
sentative and \$50 for each additional
representative from the firm

ISU students: FREE

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 sales
students
7:10 to 8:30 -- Tables will be rotated
every 10 minutes giving sales profes-
sionals a chance to meet most of our
sales 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 sales students get together to explore career opportunities in the field of sales. Students seek careers in fields with which they are familiar and when they know successful people working in that profession.

Consequently, our 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 sales 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 a great opportunity to begin developing professional relationships with ISU sales students. 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!**

Dr. Jon M. Hawes, Director
Sales and Negotiations Center
Indiana State University
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www.indstate.edu/business/sales

SPONSORSHIP OPPORTUNITIES

SALES CAREER EXPLORATION EVENT

What: Sales Career Exploration Event

When: **Tuesday, September 23, 2014** beginning at 5:30 pm

Where: Heritage Ballroom, Tirey Hall on the campus of Indiana State University, 200 North 7th Street, Terre Haute, IN

Audience: Over 75 well trained ISU sales students near graduation. 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 each sponsor remains at the original table. You can meet, recruit, and set up interviews with top sales students!



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Best Value! Gold Sponsor -- \$1,500 -- Your Benefits:

- First Year Membership for one executive to serve on the ISU Sales Advisory Council
- Recognition from the podium for your support of our sales program
- Logo displayed on prominent signage (~ 2' x 3') during the Event and for the remainder of the Fall semester in our Sales Lab
- Logo displayed on every Sales Lab web page (seen by every sales student multiple times during the Fall semester)
- Major recognition as sponsor in the Event program
- Opportunity to provide a full-page ad for inclusion in the Event program (deadline 9-1-14)
- Opportunity to display your own additional signage during the Event
- Table top display of corporate logo during entire the Event
- Up to 6 free tickets for entire evening

Silver Sponsor -- \$750 -- Your Benefits:

- Logo displayed on prominent signage (~ 2' x 3') during the Event
- Substantial recognition as sponsor in Event program
- Opportunity to provide a half-page ad for inclusion in the Event program (deadline 9-1-14)
- Opportunity to display your own additional signage during the Event
- Table top display of corporate logo during the Event
- Up to 4 free tickets for entire evening

Bronze Sponsor -- \$325 -- Your Benefits:

- Significant recognition as sponsor in Event program
- Opportunity to provide a quarter-page ad for inclusion in the Event program (deadline 9-1-14)
- Table top display of corporate logo during the Event
- Up to 2 free tickets for entire evening

Recruit the next generation of sales leaders!

Contact: [Jon Hawes](#), Director of the Sales and Negotiations Center

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Phone: 812-870-0214

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