NSSC 2024 - Speed Selling Competition Instructions

Friday, April 5th and Saturday, April 6th

Instructions for Competitors

All participants (role-play competitors and alternates) will create and deliver a 90 second pitch to business executives during the Career Fair. Individual pitches should highlight personal achievements and abilities in a creative and memorable way and answer one or both of the following questions - **"Why am I the right person for the job?" and/or "Tell me about yourselves."**

The Speed-Selling Final Round will take place live in front of all guests after the Role-Play Final Round (on Saturday, April 6th) with the top 10 speed sellers.

During the Career Fair, each speed seller will be randomly assigned to deliver their pitch to approximately 6 sponsors. The overall speed-selling score for each student will be an average of the 6 scores they receive from their assigned sponsors. For example, if a student delivers all 6 pitches and received scores of 80, 85, 90, 100, 90, and 80 then their overall individual score would be 85+90+100+90+80 = 525 / 6 = 87.5. Students who miss more than 1 pitch appointment will be disqualified and their scores will not be considered in their final team score.

The overall speed-selling university team score will be the average scores for all students competing from that particular university. Please review the Speed-Selling rubric to learn how the pitches will be scored.

To ensure pitches are evenly spaced between both days at the Career Fair and to prevent crowding, students will be assigned periods of time when they are to deliver their pitch to a particular sponsor. Speed sellers will be provided with 6 unique grading sheets, which are pre-populated with time slots and sponsor names.

There would be three broad time slots assigned to competitors:

- Friday Morning (8-11:30 a.m.)
- Friday Afternoon (11:30 a.m.-3 p.m.)
- Saturday Morning (8 a.m.-Noon)

Competitors can show up to the booth for a specific sponsor at any time during the period they were assigned. We would request the competitor to be patient if the sponsor is occupied with another competitor. Once the pitch is completed the competitors can feel free to speak to the sponsors about career opportunities.

We suggest that students attempt to meet at least 5 companies in addition to their assigned Speed-Selling companies during the Career Fair event. If you are competing in the role-play rounds, you should have plenty of time before and after your round to deliver your pitch to your assigned companies and also meet with more.

Have fun and may the best Pitch win!

Note: If for some reason your assigned company is missing (left for the day or no-show), please go to the helpdesk outside the career fair and they will assign you a new company and grading sheet.