

Sponsor Agenda



ALL TIMES EASTERN STANDARD TIME

Wednesday, November 11

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| 8:30 AM - 5:00 PM | Set Sail on Your Career Part B (On-line Career Fair) |
| 5:00 PM - 5:30 PM | Welcome |
| 4-45 PM | Round 1A, 1B, WCA and WCB Buyer Meeting |

Thursday, November 12: (all judging is LIVE)

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| 7:20 AM | Round 1A Role-Play Buyer and Judges log into assigned Zoom |
| 7:30 AM | Let in first competitor |
| 10:50 AM | Round 1B Role-Play Buyer and Judges log into assigned Zoom |
| 11:00 AM | Let in first competitor |
| 2:20 PM | WC-A Role-Play Buyer and Judges log into assigned Zoom |
| 2:30 PM | Let in first competitor |
| 4:50 PM | WC-B Role-Play Buyer and Judges log into assigned Zoom |
| 5:00 PM | Let in first competitor |
| 4-4:30 PM | Round 2 Buyers' Meeting |
| 4:30-5 PM | Round 3 buyer Meeting. |

Friday, November 13:

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| 7:50 AM | Round 2 Role-Play Buyer and Judges log into assigned Zoom |
| 8:00 AM | Let in first Round 2 Role-play competitor |
| 7:45 AM | Sales Management Case Round 1A Judges log into assigned Zoom |
| 8:00 AM | Let in first Round 1A Case competitor |
| 12:50 PM | Round 3 Role-Play Buyer and Judges log into assigned Zoom |
| 1:00 PM | Let in first Round 3 Role-play competitor |
| 12:45 PM | Sales Management Case Round 1B Judges log into assigned Zoom |
| 1:00 PM | Let in first Round 1B Case competitor |

Saturday, November 14:

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| 7:50 AM | Round 4 Role-Play Buyer and Judges log into assigned Zoom |
| 7:45 AM | Sales Management Case Round 3 Judges log into assigned Zoom |
| 8:00 AM | Let in first competitor in both role-play and sales management finals |
| 8:30 AM – 10:30 AM | Watch the Final Rounds of both Speeding Selling and Role-Play |
| 11:30 AM – 12:30 PM | Awards Ceremony |

FSU Sales Institute

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