



WMU Sales Challenge

The Premier High School Sales Curriculum & Competition



WESTERN MICHIGAN UNIVERSITY
Haworth College of Business
Sales and Business Marketing



wmusaleschallenge.com

PERSONAL PITCH CHAMPIONSHIP DAY INSTRUCTIONS FOR STUDENTS

Step #1: Join the main Zoom Room

<https://us02web.zoom.us/j/84498115218>

This is the same link as the previous rounds.

Step #2: Be Greeted and then Sent to the Competition Zoom Room

Our overall event host, Erin Rogers, will welcome each student and then send the student to the correct room for the competition.

Step #3: Be Greeted by Room Host before Starting.

A room host will greet each student and give them a moment to get settled before competing.

Step #4: Execute Personal Pitch for Judges

The judges will score each student using the same scorecard we used for the video submission round.

1/2 of the score will be based on your content

1/2 of the score will be based on delivery

Step #5: Receive Feedback

You will not get your score, but the judges will offer you verbal feedback

Step #6: Exit the Room, but then check the competition website later for results

If you qualified for the next round, you do this whole process over again at your assigned time for that next round.