



WMU Sales Challenge

The Premier High School Sales Curriculum & Competition



WESTERN MICHIGAN UNIVERSITY
Haworth College of Business
Sales and Business Marketing



wmusaleschallenge.com

Friday, February 10, 2023

9am – 4pm

EVENT SCHEDULE

9:00 – 10:00am	Arrival and Event Check-in
10:00 – 10:30am	Competition Welcome – ROOM 1120
10:30am – 3:00pm	Competitions + Education Programs
3:30 – 4:00pm	Awards & Celebration – ROOM 1120

LOCATION: Haworth College of Business
Schneider Hall, WMU CAMPUS
600 Marion Ave, 49006

PARKING: Available in adjacent parking lot for
cars & busses. Passes will be
distributed

SALES CALLS – Kaiser Sales Lab

10:30am - 12:30pm	Round #1 Sales Call (All Qualifiers)
1:00 – 3:00pm	Round #2 Sales Call (Finalists)

PERSONAL PITCH – ROOM 1220

10:30 – 12:00pm	Round #1 Personal Pitch (All Qualifiers)
1:00 – 2:00pm	Round #2 – Personal Pitch (Sweet 16!)
2:30 – 3:00pm	Final Round Personal Pitch (final 4)

EDUCATION PROGRAMS (and LUNCH!) – ROOM 1120

Noon – 1:00pm	Lunch (provided for free)
1:00 – 2:00pm	Education programs and tours
2:30 – 3:00pm	Watch room open for Personal Pitch Finals

