



THE FLORIDA STATE UNIVERSITY
COLLEGE OF BUSINESS
The Sales Institute

International Collegiate Sales Competition ICSC Sponsor Activities 2021-22 Academic Year

Chief Level \$21,000 Donation

1. **All Warrior and Renegade level benefits.**
2. First choice of location of 10 X 10 booth space at ICSC Career Fair.
3. Large logo placement on all signage during the competition events.
4. Half-page of space to describe jobs and internships in the ICSC “Opportunity Guide” given to all student participants.
5. Ability to purchase reserved seats as necessary at ICSC awards banquet.

Warrior Level \$17,000 Donation

1. **All Renegade level benefits.**
2. Link to partner’s opportunity video on ICSC web site.
3. Medium logo placement on all signage during the competition events.
4. Quarter-page of space to describe jobs and internships in the “Opportunity Guide” given to all student participants.
5. 8 X 8 booth space at ICSC Career Fair.
6. Ability to purchase 4 reserved seats at ICSC awards banquet.

Renegade Level \$13,000

1. **Job opportunity post** on both FSU Sales Institute and ICSC web site.
2. Highlighted link to partner’s web site on the ICSC web site.
3. Access to private LinkedIn group for competitors of ICSC.
4. Web access to ICSC role-play and sales management case videos.
5. 6ft table at ICSC Career Fair.
6. Small logo placement on all signage during the competition events.
7. Eighth-page of space to describe jobs and internships in the “Opportunity Guide” given to all student participants.
8. Participate as ICSC judges and buyers for qualified sponsor participants.
9. Ability to purchase 2 reserved seats at the ICSC awards banquet.

Success happens when preparation meets opportunity



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FSU Sales Institute and ICSC Sponsor Summary 2021-22 Academic Year

Chief Level

A. FSU Sales Institute Sponsor and ICSC Sponsor	\$25,000
B. ICSC Sponsor only	\$21,000
C. FSU Sales Institute Sponsor	\$ 7,000

NOTE: Corporate members at the Chief level can serve as officers/committee chairs.

Warrior Level

A. FSU Sales Institute Sponsor and ICSC Sponsor	\$20,000
B. ICSC Sponsor only	\$17,000
C. FSU Sales Institute Sponsor	\$ 5,000

Renegade Level

A. FSU Sales Institute Sponsor and ICSC Sponsor	\$15,000
B. ICSC Sponsor only	\$13,000
C. FSU Sales Institute Sponsor	\$ 4,000