



THE FLORIDA STATE UNIVERSITY  
COLLEGE OF BUSINESS  
*The Sales Institute*

## **International Collegiate Sales Competition ICSC Sponsor Activities 2022 Calendar Year**

### **Chief Level**

1. **All Warrior and Renegade level benefits.**
2. 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**

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**

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

*Success happens when preparation meets opportunity*



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## **FSU Sales Institute Sponsor Activities 2022 Calendar Year**

### **Chief Level**

1. **All Warrior and Renegade level benefits.**
2. Advanced Sales student assigned to function as an ambassador.
3. Student ambassador will coordinate and promote partner events to other students, encourage students to apply for job opportunities with partner, and promote the partner's overall interests on campus.
4. Use of partner's product as a selling related example in one class.
5. First choice of a time slot for a 20-minute presentation in sales classes scheduled for a single day.
6. 10 X 10 booth space at Seminole Sales Showcase.
7. Recognition on all signage during the competition events.
8. Ability to purchase reserved seats as necessary at awards banquets.
9. Reserved interview room during events held on FSU's Campus.

### **Warrior Level**

1. **All Renegade level benefits.**
2. Invitation to assist in the design of sales class curriculum involving member's products and services as time and course content permit.
3. Second choice of a time slot for a 20-minute presentation in sales classes scheduled for a single day.
4. Availability of a venue on FSU Campus for an evening special exclusive networking event.
5. Access to private LinkedIn groups for FSU Sales students.
6. 8 X 8 booth space at all Sales Institute career fairs.
7. Ability to purchase 4 reserved seats at awards banquet.

### **Renegade Level**

1. **Job opportunity post** on Sales Institute web site.
2. Participation in each semester's Seminole Sales Showcase events.
3. Interview space in the Sales Institute sales lab when available.
4. Logo placed on all Sales Institute posters related to sponsorships.
5. Highlighted link to partner's web site on the FSU Sales Institute web site.
6. Web access to sales majors' role-play videos (with student permission).
7. 6ft table at Sales Institute career fairs.
8. Recognition on all signage during the competition events.
9. Participate as judges and buyers for qualified sponsor participants at Sales Institute competitions.
10. Ability to purchase 2 reserved seats at the awards banquet.



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## FSU Sales Institute and ICSC Sponsor Summary 2022 Calendar 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

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