

# Sponsor Agenda



## Wednesday, November 1:

3:00 PM – 5:30 PM	Arrival/CAREER FAIR SETUP	Main Building – Martinique
6:00 PM – 6:30 PM	Welcome and Mandatory Meeting for ALL	Convention Center - Caribbean I - III
6:30 PM – 8:30 PM	Student Networking and Hors d'oeuvres	Convention Center - Caribbean I - III

## Thursday, November 2:

7:45 AM	Round 1A Role-Play Buyer check-in	Main Building - Barbados
8:00 AM	Round 1A Role-Play Judges check-in	Main Building - Barbados
11:30 AM – 5:00 PM	Career Fair	Main Building - Martinique
11:45 AM	Round 1B Role-Play Buyer check-in	Main Building - Barbados
12:00 PM	Round 1B Role-Play Judges check-in	Main Building - Barbados
12:00 PM – 2:00 PM	Lunch	Main Building - Martinique
3:15 PM	WC-A Role-Play Buyer check-in	Main Building - Barbados
3:30 PM	WC-A Role-Play Judges check-in	Main Building - Barbados
5:45 PM	WC-B Role-Play Buyer check-in	Main Building - Barbados
6:00 PM	WC-B Role-Play Judges check-in	Main Building - Barbados

## Friday, November 3:

7:30 AM	Sales Management Case Round 1A Judges check-in	Main Building - Barbados
7:45 AM	Round 2 Role-Play Buyer check-in	Main Building - Barbados
8:00 AM	Round 2 Role-Play Judges check-in	Main Building - Barbados
9:30 AM – 4:00 PM	Career Fair	Main Building - Martinique
12:00 PM – 2:00 PM	Lunch	Main Building - Martinique
12:30 PM	Sales Management Case Round 1B Judges check-in	Main Building - Barbados
12:45 PM	Round 3 Role-Play Buyer check-in	Main Building - Barbados
1:00 PM	Round 3 Role-Play Judges check-in	Main Building - Barbados
4:00 PM – 5:30 PM	Speed Selling Competition Round 1	Convention Center - Caribbean IV - V
5:00 PM	Sales Management Case Round 2 Judges check-in	Main Building - Barbados
7:00 PM – 10:00 PM	Casino and Karaoke Night	Convention Center - Caribbean I - III

## Saturday, November 4:

7:30 AM	Sales Management Case Final Round Judges check-in	Main Building - Barbados
7:45 AM	Round 4 Role-Play Buyer check-in	Main Building - Barbados
8:00 AM	Round 4 Role-Play Judges check-in	Main Building - Barbados
9:00 AM – 11:30 AM	Watch the Final Rounds of both Speeding Selling and Role-Play	Main Building - Martinique
12:00 PM – 1:30 PM	Awards Luncheon	Convention Center - Caribbean IV
2:00 PM	Buses leave for Disney	Convention Center Entrance
11:00 PM	Buses return to Caribe Royale	Convention Center Entrance

Pat Pallentino, Director, FSU Sales Institute (850) 933-7267  
**Logistic Questions:** Shannon Young, Event Coordinator (850) 570-4826  
**Sales Management Case Competition:** Leff Bonney (850) 766-5802