



**FSU Sales Institute and ICSC Partnership  
Levels: For the 2019 Calendar Year**

**Chief Level  
(\$25,000 annually)**

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Program activities and participation

- a) All Warrior level benefits.
- b) Advanced Sales student assigned to function as an ambassador for the member.
- c) Student ambassador will coordinate and promote member events to other students, encourage students to apply for job opportunities with member, and promote the member's overall interests on campus.
- d) Faculty assistance in identifying and targeting sales students who are a likely fit with the member's organization.
- e) Use of partner's product as a selling related example in one class.
- f) Recognition and design of one role-play room wall mural in the Sales Lab when available.
- g) First choice of a time slot for a 20 minutes presentation in sales class scheduled for a single day.
- h) First choice of location of 10 X 10 booth space at Seminole Showcase Events and at ICSC
- i) Recognition on all signage during the competition events.
- j) Ability to purchase reserved seats as necessary at awards banquets.
- k) Reserved interview room during events held on FSU's Campus.

In addition, corporate members at the Chief level can serve as officers/committee chairs.



**Warrior Level**  
**(\$20,000 annually)**

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Program activities and participation:

- a) All Renegade level benefits.
- b) Invitation to assist in the design of sales class curriculum involving member's products and services as time and course content permit.
- c) Second choice of a time slot for a 20 minutes presentation in sales classes scheduled for a single day.
- d) Availability of a venue on FSU Campus for an evening special exclusive networking event.
- e) Access to private LinkedIn groups for FSU Sales students and for competitors of ICSC.
- f) Link to partner's opportunity video on both the Sales institute and ICSC web sites.
- g) 8X8 booth space at all Sales Institute and ICSC career fairs.
- h) Ability to purchase 4 reserved seats at awards banquet.

**Renegade Level**  
**(\$15,000 annually)**

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Program activities and participation:

- a) Participation in each semester's Seminole Sales Showcase events.
- b) Job opportunity post on Sales Institute and ICSC web sites.
- c) Interview space in the Sales Institute sales lab when available.
- d) Logo placed on all Sales Institute posters related to sponsorships.
- e) Highlighted link to partner's web site on the FSU Sales Institute web site.
- f) Web access to sales major's role-play videos (with student permission).
- g) 6ft table at Sales Institute and ICSC career fairs.
- h) Recognition on all signage during the competition events.
- i) Participating as judges and buyers for qualified sponsor participants at Sales Institute and ICSC competitions.
- j) Ability to purchase 2 reserved seats at the awards banquet.