



▶ EPSILON DELTA RULES REGIONAL PRO-AM... AGAIN **2**

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▶ ALUMNI ENJOY CLEVELAND BROWNS TAILGATING **2**

○ ISSUE 1 | ○ VOLUME 1 | ○ 2008

exPoSurE

KEEPING YOU UPDATED TO THE SUCCESS YOU BUILT THE GROUNDWORK FOR.

Pi Sigma Epsilon
University of Toledo

Pi Sig Brings Title to the University of Toledo

The Russ Berrie Institute for Professional Sales (RBI) at William Paterson University's Christos M. Cotsakos College of Business hosted the 2008 RBI National Sales Challenge. In this three-day event, top sales students from across the country met with representatives from major corporations for an exciting sales competition consisting of three competitive events: Sales Call Role Play; Speed Selling and In-Basket Sales Exercise.

Sales Call Role-Play

A fifteen-minute call with a business executive that is evaluated and scored on various aspects of the call, including approach, overall communication effectiveness, ability

to gather information, identify needs, provide information, present solutions, resolve concerns, and gain a commitment.

Speed Selling

A two-minute sales pitch is given about themselves. Each student meets individually with an executive and makes a two-minute pitch highlighting the reasons he or she should be hired followed by a one-minute Q & A session.

In-Basket Sales Exercise

Competing demands via e-mail, voicemail, and memo all require students' immediate attention. Under deadline pressure, they sort through the information, prioritize,

2008 Results

Overall Sales Challenge Champion Winners:
2nd Place – Jack Tiernay (University of Toledo)

Sales Role Place Competition Winners:
4th Place – Jack Tiernay (University of Toledo)

Speed Selling Competition Winners:
3rd Place – Brittany Phillips (University of Toledo)
4th Place – Jack Tiernay (University of Toledo)

University Sales Team Winners:
1st Place – University of Toledo

and make key decisions.

Out of all possible students that were selected, all three were members of PSE at the University.

This is a great testament to the entire sales program that the University of Toledo has fostered since the initial birth of the program by one of our own PSE Faculty Advisors, Dr. David Reid.



Recruitment Rocks!

The pressure for recruiting students is at an all-time high in PSE. The HQ office in Milwaukee is feeling the economic crunch as hard as any other non-profit, member-driven organization would. The separation of a college student and their money is hard to come by recently. However, the efforts of the VP of HR Matt Richmond and his staff were able to initiate 30 new members this past Fall Semester. The current membership is at 83 paid members.



Pictured Left to Right: Kubasak, Czerniakowski, Lynch, Taylor

For the past 5 years, 3 PSE alumni have planned a guys weekend out called BUGWO, Browns Ultimate Guys Weekend Out.

This trip selects one Browns' game away from Cleveland to travel to, see the city, live the nightlife and then pray and hope the Browns win on Sunday.

While their record isn't stellar, at 1-4, the fun times continue. Each year, they try to grow the attendance of both PSE alum and friends.

Alumni who have joined the fun are Czerniakowski – ED; Calhoon – ED; Lynch – ED; Taylor – ED; Kubasak – ED; Knepper – ED; and Ashbee – GK.

They have visited Buffalo, Indy, Charlotte, St. Louis and Nashville.

If you are interested in checking out a trip in the future, please contact Josh Taylor at PSEToledo@gmail.com.

NorthCentral Pro-Am Belongs to UT

For the 2nd straight year, the ED chapter dominated the competition of the PSE Pro-Am Sales competition.

Headquarters now hosts the 1st round of the competition at the regional level in order to maximize exposure of the event to as many students as possible. The ED chapter has a current monopoly over the event at the regional level.

The regional winners obtain different packages to assist in the attendance of the National Convention.

2008 Pro-Am held at Epsilon Lambda, Purdue

1st Place: Matthew Richmond- University of Toledo

2nd Place TIE: Jack Tiernay- University of Toledo

Andrew Lau- University of Akron

National Association of Sales Professionals

PSE is VERY EXCITED to announce a strategic partnership with NASP (National Association of Sales Professionals)! NASP is dedicated to the development of individuals, managers, teams, and organizations. NASP sets the standard for sales certification, sales training and personal growth seminars modeled after the "best practices" of top performing individuals and sales forces worldwide. Additionally, NASP has an affordable and practical sales certification program. For more information on the organization and its leaders, go to www.nasp.com or call NASP at 1-866-684-5221.

In January 2008, Rod Hairston and his DYNAMIC management team took over NASP and aligned itself with Pi Sigma Epsilon. Rod has years of experience in company start ups and is CEO of several successful businesses.

PSE's mission is to develop the sales, marketing and management skills of its members for life! Yet, PSE hasn't delivered on that promise for PSE Alumni, who have asked for professional programming that would go beyond their college experience. NASP provides that training and development!

CEI:
As of 12/19/08
Last Day – 1/31/09



- 1 – Delta Tau – UNC Wilmington – 83,297
- 2 – Delta Omega – Illinois State – 27,792
- 3 – Gamma Gamma – Miami – 26,427
- 4 – **EPSILON DELTA – UT – 23,551**
- 5 – Epsilon Theta – U. of N. Iowa – 18,945
- 6 – Beta Xi – Louisiana State – 17,925

Epsilon Delta Corporate Support



We Work for You.



Schindler

Produced in coordination with the Epsilon Delta Chapter at the University of Toledo

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