



COLLEGE OF BUSINESS AND INNOVATION

THE UNIVERSITY OF TOLEDO

Edward Schmidt School of Professional Sales

Stay on top of the recruiting calendar of events/interactions that matter for professional selling

Navigation: < Prev Month View Month Search Go to Month Next month >

Filters:

- ESSSPS Partners, Non-partners, and All Students
- ESSSPS Partners and Select Students
- Class Speaking
- National Event Specific Sponsors, Invited Guests, and Student Workers
- ESSSPS Partner Private and Pre-Registered Students
- College (COBI)
- Student Organization
- UT General
- ESSSPS Students Only
- ESSSPS Internal

October 2018						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	1 ● Team Selling ● Team Selling	2	3 ● Channel Selling (flexible flat...	4 ● USCA Meeting	5 ● Sales Competition Team (SCT) - ... ● USCA Meeting	6 ● USCA Meeting
7	8 ● Sales Ambassador Visit ● Information Gathering Role Pla...	9 ● Sales Ambassador Visit	10 ● Dialoguing with the Customer (...) ● Dialoguing with the Customer (...) ● Information Gathering Role Pla...	11 ● Fall Break - No Classes	12 ● Fall Break - No Classes ● Fastenal Sales Leadership Conf ... ● Thomson Reuters Collegiate Sal...	13
14	15	16	17	18	19	20

Memberclicks Guide for Companies

Register for ESSPS events/interactions



Navigation: < Prev Month View Month Search Go to Month Next Month >

Networking Night

Thursday, March 21, 2019
5:30 PM - 8:00 PM EDT
Category: ESSSPS Partners, Non-partners, and All Students

Lancelot Thompson Student Union (SU) - Auditorium
2801 W Bancroft
Toledo, OH 43606
USA
419-530-6133

[View additional information](#)

Open networking and table talks with our professional sales students. Concurrent conversation tracks during each table talk round will cultivate both student development and company pipeline. *Companies are strongly encouraged to bring 2 people so one can handle student development and the other can handle recruitment pipeline.* The development track will focus on themes (culture & branding, internships, and career latticing) and will have prompts for each round to guide an interactive conversation between the students and business professionals. The recruitment track will focus on internships and post graduation career openings. Students will self select which track they want to participate in.

[Event Details](#)

Park in lot 10. For further details and options, please visit the [ESSPS Event Parking page](#).

Registration \$400 (included for ESSPS Partners as part of their package)

[Register Now](#)

Contact: ESSPS
[Download as iCal file](#)

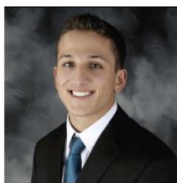
Interact with ESSPS students, faculty, and companies in the Blogs and Discussion Forums

BLOG

Student Alex Edinger

by [Deirdre Jones](#)
Category: [Spotlights](#)

Sep 17 Alex Edinger
Expected Graduation May 2019



[Read More](#)

Utilizing Managerial Power to Motivate Salespeople

by [Michael Mallin](#)
Category: [Research Corner](#)

Search for ESSPS students

ESSPS Student Search

Contact Name

Graduation Date (YYYYTT, Enter year and term without spaces. Terms are 10 for spring, 30 for summer, and 40 for fall. Example 201840 = Fall 2018.)

Major

- PSLS
- MKTG
- PPSL
- ACCT
- AOT

Engagement Advantages



Advantages	ESSPS Partners + UTISC Sponsors	Fall Fete and Networking Night Companies	Others
See a comprehensive calendar of important dates and details for the university, college, and ESSPS	Yes	Yes	Yes
Register for ESSPS events/interactions, get instant confirmations, download calendar invites, review your event submissions, and appear in the Event Attendees	Yes, access based on having an ESSPS partnership and/or UTISC sponsorship	Yes, yellow (ie: partner and non-partner) events only	Yes, yellow (ie: partner and non-partner) events only
Receive event invitations & program updates	Yes	Yes	Yes
Gain insights from research-active faculty in Research Corner, alumni in Alumni Wisdom, and customers in Spotlight (Blogs)	Yes	Yes	Yes
Share your organization's <u>story</u> in your organization profile – career lattice, sales internship, entry level, sales development program, and more	Yes, available to students 24*7*365	Yes, available to students temporarily shortly before and after each event	No
Alert students to sales internship academic credit approval and job shadowing opportunities	Yes, available to students 24*7*365	Yes, available to students temporarily shortly before and after each event	No
Keep your team engaged and empowered in the recruiting process with individual profiles	Yes, available to students 24*7*365	Individual profiles exist, but are not visible to students	Individual profiles exist, but are not visible to students
Request form to share your corporate events to the calendar so students can see them	Yes	No	No
Participate in discussion forums on career and professional topics	Yes	No	No
View your partnership/sponsorship status and benefits, receive reminders, and pay online	Yes	No	No
Search directory on ESSPS and/or UTISC students	Yes, access based on having an ESSPS partnership and/or UTISC sponsorship	No	No
Link to ESSPS role plays and elevator pitches and/or UTISC role plays	Yes, access based on having an ESSPS partnership and/or UTISC sponsorship	No	No

How to Leverage Memberclicks

Watch [tutorial videos](#) (comprehensive and micro learning both available)

Once logged in to the Memberclicks [Member Center](#), you can see your My Profile. Depending on your relationship with the ESSPS, there is also an Exclusive Protected Content section where your access could be set to none, one, some, or all areas.

First Time Access to Member Center

- Remember to click on the Forgot Your Password? link the first time you access Memberclicks so you can set a password for yourself (username is your email address)

Receive Email Invitations and Updates

- Emails will come from the address utessps@memberclicks-mail.net and will say they are from University of Toledo Edward Schmidt School of Professional Sales
- If you do not receive our emails, please check your junk mail and approve utessps@memberclicks-mail.net as an approved sender. If you need additional help on whitelisting, please contact the ESSPS Director

Exclusive Protected Content


- Discussion Forums
- Directory Search on ESSPS Students
- Directory Search on UTISC Students
- ESSPS Role Play + Elevator Pitch
- UTISC Role Play
- Directory Search on Companies
- Event Attendees

Keep Your Profile Updated

- Review your **individual profile** and update any information that might be outdated or missing
- Be sure to click the Edit button when you are reviewing your profile so you can see all the elements to the profile
 - Don't miss out on alerting us that you are available for job shadowing**
 - See what students see when they view your profile ([see links at the end of the Privacy Policy](#))
- Remember to click the Save button to save your changes

My Profile

DeirdreTestCP JonesTestCP



Username Cancel Save

Join Date 07/01/2006

Member Type UTISC Rocket + ESSPS Platinum (Special Bundle) Mb

Group UTISC Rocket + ESSPS Platinum (Special Bundle) Mb

Member Status Active

Member Number 6819

Full Name

Contact Name

Organization

Screen shot does not show all of the available information you can share with students

- Review your **organization profile** and update any information that might be outdated or missing
 - Key contacts are the only ones who can see and edit the organization profile
 - To access your organization profile, hover on the My Profile tab and select Your Organization
 - Share files and/or descriptions on career lattice, sales internship, entry level, sales development program, and more**
 - See what students see when they view your profile ([see links at the end of the Privacy Policy](#))

My Profile

Profile | Change Profile Picture | Contact Preferences | Message History | Invoices | Submissions | Individual Profiles

Organization Logo

Member Status
Active Edit

Join Date
07/01/2006

Member Type
UTISC Rocket + ESSPS Platinum (Special Bundle)

Member Number
4635

Organization
Test

Phone
419-555-1234

Address
1234 Main Street
City OH 44444
United States

Screen shot does not show all of the available information you can share with students

Register for Events

- You can register for any of the ESSPS events by accessing the [ESSPS Memberclicks calendar](#) item for that specific event

< View Month Search Go to Month Next month >

ESSPS Partners, Non-partners, and All Students ESSPS Partners and Select Students

Class Speaking National Event Specific Sponsors, Invited Guests, and Student Workers

ESSPS Partner Private and Pre-Registered Students College (COBI) Student Organization

UT General ESSPS Students Only ESSPS Internal

October 2018						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	1 ● Team Selling ● Team Selling	2	3 ● Channel Selling (flexible dat...	4 ● USCA Meeting	5 ● Sales Competition Team (SCT)-... ● USCA Meeting	6 ● USCA Meeting
7	8 ● Sales Ambassador Visit ● Information Gathering Role Pla...	9 ● Sales Ambassador Visit	10 ● Dialoguing with the Customer (...) ● Dialoguing with the Customer (...) ● Information Gathering Role Pla...	11 ● Fall Break - No Classes	12 ● Fall Break - No Classes ● Fastenal Sales Leadership Conf... ● Thomson Reuters Collegiate Sal...	13
14	15	16	17	18	19	20


- Each calendar item has a registration link and event details and is downloadable to your own calendar
- Memberclicks looks at your Member Type to know what our relationship is, so only the right members are registering for exclusive events, paying (or not paying) registration fees, participating in discussion forums, etc
- Class speaking opportunities are also in the calendar (look for **orange** events). Do a search on TBD to see dates/topics that are still available. Registration for class speaking is for ESSPS Partners via email or phone with the ESSPS Director


Networking Night

Thursday, March 21, 2019
5:30 PM - 8:00 PM EDT
Category: ESSPS Partners, Non-partners, and All Students

Lancelot Thompson Student Union (SU) - Auditorium
2801 W Bancroft
Toledo, OH 43606
USA
419-530-6133

[View additional information](#)





Open networking and table talks with our professional sales students. Concurrent conversation tracks during each table talk round will cultivate both student development and company pipeline. *Companies are strongly encouraged to bring 2 people so one can handle student development and the other can handle recruitment pipeline.* The development track will focus on themes (culture & branding, internships, and career latticing) and will have prompts for each round to guide an interactive conversation between the students and business professionals. The recruitment track will focus on internships and post graduation career openings. Students will self select which track they want to participate in.

[Event Details](#)

Park in lot 10. For further details and options, please visit the [ESSPS Event Parking page](#).

Registration \$400 (included for ESSPS Partners as part of their package)

[Register Now](#)

Contact: ESSPS

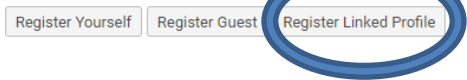
[Download as iCal file](#)

- When you register your colleagues for an event, please click on the **Register Linked Profile** button because we already have a number of your colleagues in the system and linked to your organization. This saves you time and prevents duplicate records in the system. When you click on the Register Linked Profile button, it lists all the linked profiles we have for your organization, and you can pick the one you need (repeat that step for each person you need to add to the registration). The Register Guest button is for adding new people if you *don't* see them in the Linked Profiles.

Networking Night

Register your attendee(s) for this event.

Please use the **Register Linked Profile button to register a colleague** so you can pull in their information that is already on file and prevent duplicate records. If you do not see your colleague in the linked list, then use the Register Guest button.



- Remember to click the Next button (bottom of screen after all the attendees) to get to the summary page and then click the Submit button to submit your registration.

- Registration notices are sent immediately after you register and go out individually to each of the attendees that you register, and the key contact completing the form gets Bcc'd on those emails. The registration notice includes a link to the downloadable calendar invite and event information.
- To see
 - *Event submissions (ie: registrations)*, go to My Profile tab > Submissions
 - *List of company attendees*, click on the Event Attendees button in the Exclusive Protected Content section
 - *Event notifications*, go to My Profile tab > Message History > click on the message to read its contents
- To add anyone to an existing ESSPS event/interaction registration, ESSPS Partners and UTISC Sponsors can complete another online registration for just that person. All other organizations and individuals will need to contact the ESSPS Director to avoid being prompted online to pay another registration fee.
- To cancel anyone on an existing ESSPS event/interaction registration, please contact the ESSPS Director

Being a Key Contact

- Can register themselves, linked members/colleagues, and guests (ie: colleagues who are not in the system yet) for ESSPS events
- Edit the organization profile
- View (not edit) individual profiles for linked members/colleagues

Search Directory for ESSPS (or UTISC) Students

- Per the Family Educational Rights and Privacy Act (FERPA), students must consent to the sharing of their information with others. An ESSPS student's profile will be added to the Directory Search if/when they have their Consent to Share Profile with Companies and Students set to Granted

ESSPS Student Search

Contact Name

Graduation Date (YYYYTT, Enter year and term without spaces. Terms are 10 for spring, 30 for summer, and 40 for fall. Example 201840 = Fall 2018.)

201910

Major

- PSLS
- MKTG
- PPSL
- ACCT
- AOT

View Role Plays and Elevator Pitches

- Get your login credentials for the Showcase in Mediasite
 - [Member Center](#) > hover over the My Profile tab > click on Your Organization to see your organization's username and password to access the ESSPS Role Play + Elevator Pitch and/or UTISC Role Play channels
- Click on the ESSPS Role Play + Elevator Pitch or UTISC Role Play buttons in the Exclusive Protected Content section to get directed to the respective showcases and channels. Login using the Mediasite credentials you found in Memberclicks to access the video content.

My Profile

Profile

Organization Logo

Member Type
UTISC Rocket + ESSPS Platinum (Special Bundle)

Mediasite C1 User Name*
mediasite_username

Mediasite C2 Password*
mediasite_password

Exclusive Protected Content

Discussion Forums

Directory Search on ESSPS Students

Directory Search on UTISC Students

ESSPS Role Play + Elevator Pitch

UTISC Role Play

Directory Search on Companies

Event Attendees

Participate in Discussion Forums

- Manage your Contact Preferences in [Member Center](#) so you can automatically get notifications on the forums you have access to
- Access Discussion Forums in the Exclusive Protected Content section
- Post and reply to questions and ideas with our students, faculty, and partners/sponsors
- Access relevant information

My Profile

Contact Preferences

Mailing List Preference

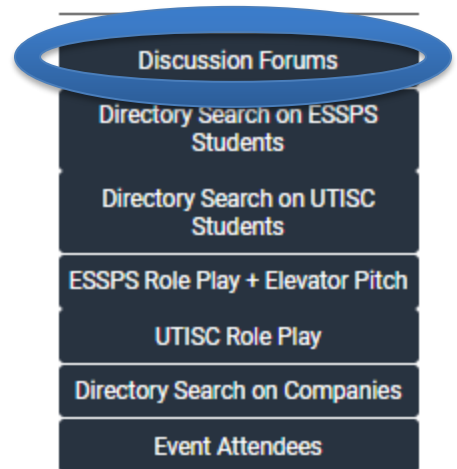
ON Receive newsletters, announcements and updates from this organization

Forum Subscriptions

Name	Description	Notification
Career Search Advice		New Topics
ESSPS Corporate Partner Benefits		New Topics
Good Sales Books		New Topics and Replies
Technical Sales Careers		None
UTISC Sponsor Benefits		New Topics

5 Per Page of 6 Page 1 of 2 First Previous Next Last

Exclusive Protected Content



Community Forum

Welcome DeirdreTestCP JonesTestCP

Board Latest Forum My Pending Last visit was 03/04/2019 03:27:21 PM

Index Posts Profile Posts Posts

Member Benefits Forum

Forums	Topics	Posts	Last Post
ESSPS Corporate Partner Benefits	1	0	ESSPS Corporate Partner Details by Deirdre Jones on 03/01/2019 04:26:01 PM
UTISC Sponsor Benefits	1	0	UTISC Sponsor Details by Deirdre Jones on 03/01/2019 04:24:52 PM

Discussion Forum

Forums	Topics	Posts	Last Post
Career Search Advice	1	0	What do you do if you already have or are anticipating having multiple job offers? by Deirdre Jones on 03/04/2019 01:55:55 PM
What Students Look for in an Employer	0	0	
Technical Sales Careers	0	0	
Good Sales Books	2	2	Leadership books for new managers by DeirdreTestCP JonesTestCP on 03/04/2019 03:10:33 PM

Community Forum

Welcome DeirdreTestCP JonesTestCP

Board Latest Forum My Pending Last visit was 03/04/2019 03:27:21 PM

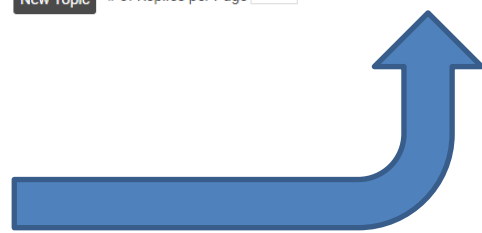
Index Posts Profile Posts Posts

New Topic

Good Sales Books

Topics	Replies	Views	Last Post
Leadership books for new managers by DeirdreTestCP JonesTestCP on 03/04/2019 03:10:33 PM	0	1	Leadership books for new managers by DeirdreTestCP JonesTestCP on 03/04/2019 03:10:33 PM
Recommendations for PSE Book Club by Juniper Junior on 03/04/2019 02:11:21 PM	2	16	Re:Recommendations for PSE Book Club by DeirdreTestCP JonesTestCP on 03/04/2019 03:08:13 PM

New Topic # of Replies per Page 20



Learn and Interact in the Blogs

- Access Blogs in the Quick Links section
- Gain insights and comment/ask questions on:
 - *Research Corner* – practitioner focused summaries of the research being done by ESSPS faculty/staff
 - *Spotlights* – students, alumni, partners
 - *Alumni Wisdom* – key learnings, inspiration, and guidance from ESSPS alumni
 - Users must login to post comments; profiles are not linked to Blog posts
- New content added multiple times a month

The screenshot shows the website header for the College of Business and Innovation at The University of Toledo. The main navigation menu includes Home, Students, Alumni & Professionals, Companies, and Faculty & Staff. A 'Member Log out' button and a search bar are in the top right. The main content area features a blog post by Ellen Pullins, dated May 01, titled 'Mobile Social Networking - Preventing Negative Dependencies in Salespeople'. The post includes an image of various social media app icons. Below the image is a sub-headline 'Mobile social networking and salesperson maladaptive dependence behaviors' and a paragraph of text. On the right side, there is a 'Quick Links' sidebar with buttons for Member Center, Blog - Research, Alumni Wisdom, Spotlights, Guide for Students, Guide for Companies, and Impact Report. Below that is an 'Exclusive Protected Content' sidebar with buttons for Discussion Forums, Directory Search on ESSPS Students, Directory Search on UTISC Students, ESSPS Role Play + Elevator Pitch, UTISC Role Play, Directory Search on Companies, and Event Attendees.

Privacy

- Your individual and organization information are only visible to the students and faculty/staff. It is NOT visible to the other companies in the system.
- Parts of your profiles like home contact info, vehicle info for parking, Mediasite username/password, etc are only visible to faculty/staff
- Check out our [Privacy Policy](#) to learn more and see what students see when they view profiles

Help

- If you need any help with registering or using Memberclicks or have questions about your individual or organization profile in the [Member Center](#), please feel free to contact the ESSPS Director
- Watch [tutorial videos](#) (comprehensive and micro learning both available)

**Contact ESSPS Director, Deirdre Jones
at 419-530-2978 or Deirdre.Jones@utoledo.edu
to learn more or ask questions**