

# Corporate Sponsorship

## 2018-2019

*Mastering Sales. Building Relationships. Molding Professionals*

### Professional Sales Organization

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[www.temple-pso.com](http://www.temple-pso.com)

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*“The most important skill in business is salesmanship.” – Warren Buffet*

## Why Students Join PSO

### Develop Key Skills

When students first here ‘sales’ as a professional career, they typically think of the pushy used - car salesman, or the annoying telemarketer trying to persuade them to buy something they do not need. The Professional Sales Organization’s goal is to change that image and help students develop the essential skills to succeed in the challenging, competitive, and demanding sales industry.

### Differentiate Themselves

Every semester, our organization has seen it’s members who lack confidence and persuasion transform into leaders that excel not only within the organization but in their personal and professional lives. From learning key sale skills to one-on-one resume workshops and networking opportunities, our members continue to be thrive as leaders not only in PSO but in a variety of other organizations at the Fox School of the Business and in the Philadelphia Area.

**Our members learn that sales is about selling themselves before selling their product.**

### Competitive Jobs and Internships

Our success in the organization continues to be outpaced year after year. Relationships with **corporate sponsors** have continued to turn into full time opportunities. Members have had the chance to gain exposure to multiple different industries through their internship or work experience at the following companies.



## **Our Proprietary Curriculum**

Currently, there are three major events that directly apply the sales process in which we teach. Our process is listed below:

1. Introduction
2. Needs Identification
3. Presentation
4. Objections
5. Close

The three events that apply our process are as followed:

### **1. Negotiation Series**

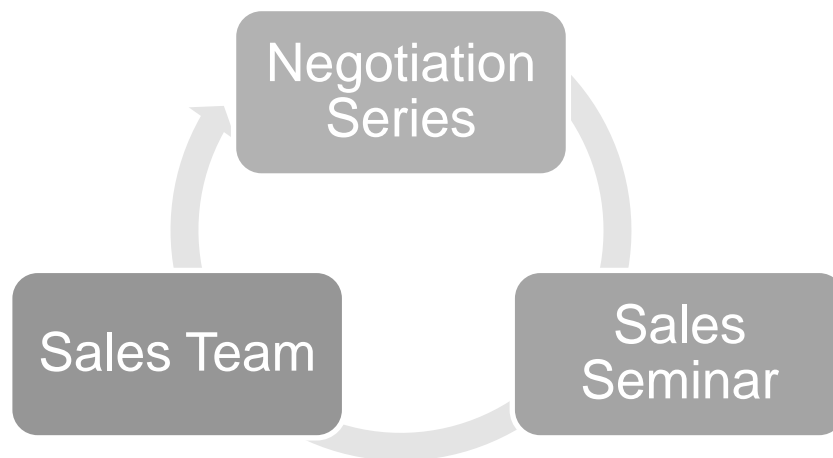
Through interactive learning and corporate speakers, students are able to learn the fundamentals of sales and the important sales concepts. Confidence is gained through role plays along with teamwork opportunities where natural leaders emerge.

### **2. Sales Seminar**

After the basic fundamentals are understood, advanced selling is taught. Objection handling along with increased communication skills are learned in the classroom setting. One on one, opportunities allow members to gain individualized growth.

### **3. Sales Team**

The major leagues. Members compete to be a part of the *Sales Team* that travels the country and competes in complex and challenging role plays judged by industry experts. The sales team is coached by the Sales Director of the organization.



## 2017 Sales Competition Awards

### International Collegiate Sales Competition, Florida State University

- 2<sup>nd</sup> Place, Speed-Selling Competition
  - 75 Schools Competing

### National Sales Challenge, William Paterson University

- 8<sup>th</sup> Place, Overall Score
  - 44 Schools Competing

### Mid-Atlantic Sales and Finance Case Competition, The College of New Jersey

- 3<sup>rd</sup> Place, Sales Role Play
  - 50 Students Competing



## **Our Value Proposition**

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### **Gold Sponsorship: \$3,000**

- **Provided luncheon with prospective students**
- Professional Sales Org Resume Book
- Professional Sales Day Booth
- One General Body Meeting Presentation throughout semester
- Business logo displayed throughout Fox School of Business

### **Silver Sponsorship: \$2,000**

- **Professional Sales Org Resume Book**
- Professional Sales Day Booth
- One General Body Meeting Presentation throughout semester
- Business logo displayed throughout Fox School of Business

### **Bronze Sponsorship: \$1,000**

- **Professional Sales Day Booth**
- One General Body Meeting Presentation throughout semester
- Business logo displayed throughout Fox School of Business



## Contact Information

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## **Company Information**

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### **Current Sponsors Include:**

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