

SALES CALL LOGISTICS

GREAT LAKES HIGH SCHOOL SALES CHALLENGE



STEP 1: JOIN THE ZOOM

Enter the Zoom call 3 minutes before your assigned time with your camera on. Be in student mode and speak with the meeting host. Use the same link as you advance to each round.

Join Zoom Meeting
<https://us02web.zoom.us/j/89627120575>

STEP 2: HOST WILL ASSIGN A BREAKOUT ROOM

Host will send the student into a breakout room where the student will execute the full Sales Call.

STEP 3: ENTER THE CALL



Enter the breakout room fully in character with your camera on as a Crystal Mountain Resort salesperson.

STEP 4: EXECUTE THE CALL

Stay fully in character and execute the call using the recommended sales call approach and then when finished with the call itself, turn back into a student to receive feedback. Sales call is limited to 20 minutes and the remaining time will be used for feedback.

SCHEDULE

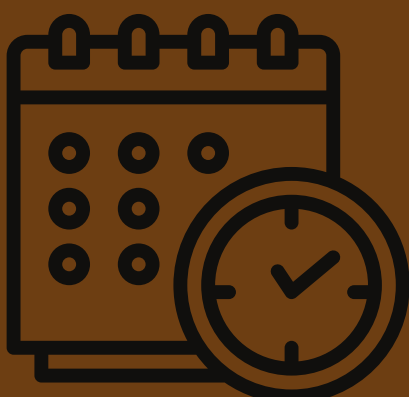
9am - 12pm: Round 1

1pm - 3pm: Elite 8

3:30pm - 4:30pm: Championship

4:45pm: Live Awards on Zoom

See faculty email or competition website for room assignment and specific scheduled time.



QUESTIONS / PROBLEMS

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