



SALES PRESENTATION

Type: Individual
Submission: Presentation with Equipment
Rating Sheet: <http://www.fbla-pbl.org/media/Sales-Presentation-FBLA-Rating-Sheet.pdf>

Specific Guidelines

- The individual shall provide the necessary materials and merchandise for the demonstration along with the product.
- Each participant's demonstration must be the result of his/her own efforts. Facts and working data may be secured from any source
- Student members, not advisers, must prepare the demonstration.
- Visual aids and samples related to the presentation may be used in the presentation; however, no items may be left with the judges or audience.
- When delivering the demonstration, the participant may use notes, note cards, and props. All materials must be removed at the end of the performance.
- This is an interactive event and judges may ask questions throughout the presentation.

Procedure

- Competitors are permitted to bring prepared notes of any type for the presentation.
- Visual aids (can be electronic, printed, etc.) are permitted during the presentation. However, no materials may be left with the judges.
- Comply with state and federal copyright laws.
- Competitors should introduce themselves, and their presentation should follow the rating sheet.
- Competitors are responsible for bringing a copy of their project to show to the judges.

Eligibility

- Each chapter may submit one entry. The first-place regional winner will compete at the state level.
- Competitors must pay dues by March 1.
- No substitutions allowed for this event.

Presentation

Equipment Setup: 5 minutes

Performance: 7 minutes

Warning: 6 minutes

Penalty for over time: 5 points

Q & A: 3 minutes

A panel of judges will select the winners; all decisions are final. The number of awards presented will be determined by the judges. The maximum number of awards will be three (3) at the regional level and five (5) at the state level.