



NSSI SALES CUP TOURNAMENT
POINT SYSTEM (APPROXIMATELY 10,000 POSSIBLE POINTS)
ELIGIBILITY: CURRENT PROFESSIONAL STRATEGIC SELLING CERTIFICATE STUDENTS

AWARD CRITERIA	POINTS PER ACTIVITY	TOTAL POINTS (APPROXIMATE)
PI SIGMA EPSILON - MARKETING CLUB PARTICIPATION (PER SEMESTER)		2000
Officer – Full Term & Active	500	
Active Member (attend 75% of meetings & events)	250	
Sales Related Events (networking/development)	50 ea.	
K-STATE SALES COMPETITION (EDWARD JONES, VICTAULIC, SECURITY BENEFIT, ETC.; AWARDED PER TOURNAMENT)		3000
1st Place	1000	
2nd Place	750	
3rd Place	500	
4th Place	250	
Participating	175	
Volunteering to assist with competition	75 pts./2 hrs.	
NATIONAL COLLEGIATE SALES COMPETITION		1500
1st Place Overall	1500	
2nd - 4th Overall	1000	
Semi-Finalist	750	
Quarter-Finalist	500	
Participation as Competitor	400	
SALES COMPETITIONS HOSTED AT OTHER UNIVERSITIES (AWARDED PER TOURNAMENT)		750
1st Place Overall	750	
2nd - 4th Overall	500	
Semi-Finalist	375	
Quarter-Finalist	250	
Participation as Competitor	200	
PSE REGIONAL AND NATIONAL PRO-AM SALES COMPETITIONS		600
1st Place Overall	600	
2nd - 4th Overall	450	
Participation as Competitor	150	
NSSI EVENTS (PER EVENT)		1500 (APPROX.)
Sales Career Fair (must turn in copies of five business cards from event)	200	
Corporate Partner Networking Events	200	
NSSI Sponsored Speakers	150	
NSSI Sponsored Workshops	150	
ACADEMIC PERFORMANCE BY COURSE		450
MKTG 542 Prof. Selling	A = 150	
MKTG 560 Sales Mgt.	B = 125	
MKTG 570 Advanced Selling		
OVERALL GPA END OF FALL SEMESTER		200
4.00	200	
3.5-3.99	175	
3.0-3.49	150	

NOTE: THE DIRECTOR OF THE NSSI IS THE FINAL ARBITER ON AWARDING SALES CUP POINTS.
***WINNING STUDENTS MUST BE ENROLLED IN AT LEAST 12 CREDIT HOURS SPRING 2015.**