# POAPNWSC Speed Selling Judging Template

Salesperson: | Judge # Competition room \_

10 = Excellent 8 = Above Average 7 = Average 6 = Needs Improvement 3 = Vague Evidence 1 = No Evidence

# INTRODUCTION

 Professional introduction (intro self – full name, correctly identify buyer by name, eye contact)

 Hook or attention getting statement

Comments \_

**KNOWLEDGE OF COMPANY/CAREER**

 Presents knowledge of the Speed Selling Judge Sponsor

 Effectively showcases their skills and experiences as it relates to a sales career

Comments \_

# NEXT STEPS

 Effectiveness of attempt to gain commitment to next step in the hiring process

\_\_\_ Close was stated

Comments \_

# PROFESSIONAL COMMUNICATION

 Appropriate non-verbal (eye contact, eye level, posture, appropriate attire; appropriate background, appropriate lighting)

 Effective verbal speaking skills (appropriate grammar and English, minimum “ums,” “likes,” “you knows,” etc. and minimizes abstract language without explanation: “great,” “super,” “awesome,” etc.)

 A flowing conversation rather than a scripted role-play

# LIKABLE AND TRUSTWORTHY

 Clearly knowledgeable/credible about the sponsor, the industry and business in general

 Enthusiasm and confidence

Comments \_