Team Sales Competition

State _____ **Division** _____

Circle the points that indicate your evaluation of this entry. Scores of 9-10 are superior, 7-8 are slightly above average, 4-6 are average and 1-3 are below average. Feel free to note observations that may be helpful to states in preparing for next years contest.

	Lowest									Highest
**1. Content of Sales Pitch ……...…… **	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**

Is there an effective introduction? Does the team cover the following items: pedigree information, physical characteristics, performance information, and the conditions of the sale? Is there an effective conclusion?

Comments:

**2. Ability to Communicate ……...…… **	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**

Is the language direct and informal? Is there a conversational approach? Is proper pronunciation and articulation present? Do the speaker's voices have appropriate volume and pitch? Is the delivery performed at a desirable rate? Do the speakers maintain eye contact with the buyers? Are movements and gestures natural, purposeful and spontaneous?

Comments:

**3. Team Organization ……..…...…… **	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**

Are all members equally involved in the sale? Is there a fluid transition from one speaker to the next? Do all team members take responsibility with the animal? Do members of the team respond to each other?

Comments:

**4. Total Effectiveness …...…….…… **	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**

Does the team convey confidence and poise? Do they have a good personal appearance? Did the team keep the buyers interested? Is the promotional handout effective? Was the team convincing? Would you as a buyer purchase this animal?

Comments:

**5. Knowledge and Response to Questions ……...…… **	**1**	**2**	**3**	**4**	**5**	**6**	**7**	**8**	**9**	**10**

Are the team members able to answer the questions the judges ask? Do the responses indicate originality, familiarity with the subject and the ability to think quickly? Are all members of the team answering questions? Do the answers of the questions make you as the buyer feel the breeder is knowledgeable about the Angus breed and the animal?

Comments:

Point Deductions:	Dependence on Notes (no more than)	-5
	Registration certificate missing	-2
	All team members not participating	-5

Time: _____ Any presentation that is less than 5 minutes will be deducted 2 points per judge per minute. Presentations will be deducted ½ point per judge for each 10 seconds over the 8 minute time limit.

Total Points: _____

Judge: _____ **Ranking:** _____