

**Stay on top of the calendar of
events/interactions that matter for
professional selling**

[Prev Month](#)
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October 2018						
Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
30	1 ● Team Selling ● Team Selling	2	3 ● Channel Selling (flexible dat...	4 ● USCA Meeting	5 ● Sales Competition Team (SCT) - ... ● USCA Meeting	6 ● USCA Meeting
7	8 ● Sales Ambassador Visit ● Information Gathering Role Pla...	9 ● Sales Ambassador Visit	10 ● Dialoguing with the Customer (...) ● Dialoguing with the Customer (...) ● Information Gathering Role Pla...	11 ● Fall Break - No Classes	12 ● Fall Break - No Classes ● Fastenal Sales Leadership Conf ... ● Thomson Reuters Collegiate Sal...	13
14	15	16	17	18	19	20

View Event Attendee Lists

Event Attendees

Attendee lists are updated on an ongoing basis and might not reflect a registration that was submitted within the past 48 hours

Students - contact information on the company attendees can be found using the *Directory Search on Companies* (button/link in the Exclusive Protected Content)

[Advisory Board - attendee list](#)

[Networking Night - attendee list](#)

[Internal Sales Competition \(ISC\) - attendee list](#)

[Corporate Coaching Sessions - Fall - attendee list](#)

[Corporate Coaching Sessions - Spring - attendee list forthcoming](#)

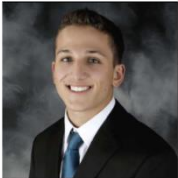
[Fete - attendee list forthcoming](#)

**Interact with ESSPS students, faculty and
companies in the Blogs and Discussion Forums**

BLOG

Student Alex Edinger by Deirdre Jones
Category: Spotlights

Sep 17 Alex Edinger
Expected Graduation May 2019



[Read More](#)

Utilizing Managerial Power to Motivate Salespeople by Michael Mallin
Category: Research Corner

Identify Job Shadowing at Companies

Companies and Contacts

Organization

Contact Name

Address Main State

Job Shadowing Contacts: Contacts can be shadowed or put you in touch with people who can be shadowed

Shadowing

Internships: Please note that receiving academic credit for PSLS 4940 Sales Internship also requires the student to have completed PSLS 3440 Sales PRIOR to the internship taking place.

Internship Approved for Academic Credit

- Yes
- No
- Pending

How to Leverage Memberclicks

Watch [tutorial videos](#) (comprehensive and micro learning both available)

Once logged in to the Memberclicks [Member Center](#), you can see your My Profile. Depending on your relationship with the ESSPS, there is also an Exclusive Protected Content section where your access could be set to none, one, some, or all areas.

First Time Access to Member Center

- Remember to click on the Forgot Your Password? link the first time you access Memberclicks so you can set a password for yourself (**username is your email address - First.Last@rockets.utoledo.edu**)

Keep Your Profile Updated

- Review your **individual profile** and update any information that might be outdated or missing
- Be sure to click the Edit button when you are reviewing your profile so you can see all the elements to the profile
 - Don't miss out on making your profile shared with companies and students in a Directory Search**
 - Select Granted for Consent to Share Profile
 - See what companies see when they view your profile ([see links at the end of the Privacy Policy](#))
- Remember to click the Save button to save your changes

Exclusive Protected Content

Discussion Forums
Directory Search on ESSPS Students
Directory Search on UTISC Students
ESSPS Role Play + Elevator Pitch
UTISC Role Play
Directory Search on Companies
Event Attendees

My Profile

Ivanna Goodgrade

Username
ivanna.goodgrade@rockets.utoledo.edu Edit

Member Type
UT Students

Group
UT Students

Member Status
Active

Member Number
4838

Full Name
Ivanna Goodgrade

Contact Name
Ivanna Goodgrade

Organization
Current Employer While in School

Email - Main
ivanna.goodgrade@rockets.utoledo.edu

Screen shot does not show all of the available information

Calendar of Events

Stay on top of the [calendar](#) of events/interactions that matter for professional selling.

- Each calendar item has event details, relevant signup, or registration links and is downloadable to your own calendar.
- The Color code is used in the calendar to make it easier for students, alumna and the business community to learn more about the events and activities. All events that are required to be at as a Sales student are colored in **YELLOW**. **DARK BLUE** events are only for selected students. **ORANGE** events are for classroom speaking. **PINK** events are for student workers who help to run the events. **TEAL** events are for pre-registered students. **GREEN** events are for COBI students. **PURPLE** events are for student organizations. General important days for UToledo are marked **RED**. **GREY** events are for ESSPS students only. **BROWN** events are for the faculty and staff.
- You can also look up the events or company class speakers by using the “Search” button right above the calendar

October 2018

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Networking Night

Thursday, March 21, 2019
5:30 PM - 8:00 PM EDT
Category: ESSPS Partners, Non-partners, and All Students

Lancelot Thompson Student Union (SU) - Auditorium
2801 W Bancroft
Toledo, OH 43606
USA
419-530-6133

[View additional information](#)

Open networking and table talks with our professional sales students. Concurrent conversation tracks during each table talk round will cultivate both student development and company pipeline. Companies are strongly encouraged to bring 2 people so one can handle student development and the other can handle recruitment pipeline. The development track will focus on themes (culture & branding, internships, and career latticing) and will have prompts for each round to guide an interactive conversation between the students and business professionals. The recruitment track will focus on internships and post graduation career openings. Students will self select which track they want to participate in.

[Event Details](#)

Park in lot 10. For further details and options, please visit the [ESSPS Event Parking page](#).

Registration \$400 (included for ESSPS Partners as part of their package)

[Register Now](#)

Contact: ESSPS

[Download as iCal file](#)

How to View Event Attendees

- Make sure to be logged in to the [Member Center](#) (through Member Login or Member Center)
- Go to the Exclusive Protected Content section on the right side of the screen and click the Event Attendees button

COLLEGE OF BUSINESS AND INNOVATION
THE UNIVERSITY OF TOLEDO
Edward Schmidt
School of Professional Sales

Member Login

Home Students Alumni & Professionals Companies Faculty & Staff

Creating knowledge, shaping people, and making connections to transform the profession of sales

As sales thought leaders, we provide innovative education, research, and engagement for our academic and business communities by:

- [Delivering world class, integrated sales degree programs](#)

Quick Links

- Member Center
- Guide for Students
- Guide for Companies

Exclusive Protected Content

- Discussion Forums
- Directory Search on ESSPS Students
- Directory Search on UTISC Students
- ESSPS Role Play + Elevator Pitch
- UTISC Role Play
- Directory Search on Companies
- Event Attendees

- You will see a list of the events along with a separate link to view the event attendees
- The first link is for an event itself. By clicking on that, you will see detailed information about that event. If you click the attendee list link, it will bring up the event attendee list.

Event Attendees

Attendee lists are updated on an ongoing basis and might not reflect a registration that was submitted within the past 48 hours

[Advisory Board - attendee list](#)

[Fall Fete - attendee list](#)

[Internal Sales Competition \(ISC\) - attendee list](#)

[Corporate Coaching Sessions - Fall - attendee list](#)

[Corporate Coaching Sessions - Spring - coming in December](#)

[Networking Night - coming in December](#)

[University of Toledo Invitational Sales Competition \(UTISC\) - coming in February](#)

Search Directory for Companies and Individuals

- Make sure to be logged in to the [Member Center](#) (through Member Login or Member Center)
- Go to the Exclusive Protected Content section on the right side of the screen and find the Directory Search on Companies button

The image shows a navigation menu on the left under the heading "Exclusive Protected Content". The menu items are: Discussion Forums, Directory Search on ESSPS Students, Directory Search on UTISC Students, ESSPS Role Play + Elevator Pitch, UTISC Role Play, **Directory Search on Companies** (circled in blue), and Event Attendees. To the right is a search form titled "Companies and Contacts" with fields for "Organization" and "Contact Name". Below the form is a section for "Job Shadowing Contacts" with a note: "Contacts can be shadowed or put you in touch with people who can be shadowed". There are three radio button options: "Available", "Not Available", and "Unknown".

- Using the Directory Search, you can:
 - Identify job shadowing opportunities
 - Review intern and entry level job descriptions
 - Learn more about companies' development programs, career lattice, etc
- After submitting the criteria, you will have a list of individuals and organizations that meet your search criteria. By clicking on an individual person's or a company's profile, you can see further information on that person or company.

The image shows a search results page with the heading "3 Results" and a "Show Search Criteria" button. The results are listed as follows:

- Charlie Barley**
University Relations Manager 3x
Test
jones@gmail.com
[419-555-1234](tel:419-555-1234)
UTISC Rocket + ESSPS Platinum (Special Bundle) Mb
Shadowing
Alum/Student Graduation Date
- DeirdreTestCP JonesTestCP**
Sales Manager
Test Inc
deirdrejonestest@hotmail.com
[419-555-1234](tel:419-555-1234)
UTISC Rocket + ESSPS Platinum (Special Bundle) Mb
Shadowing Available
Alum/Student Graduation Date 200010



Participate in Discussion Forums

- Manage your Contact Preferences in [Member Center](#) so you can automatically get notifications on the forums you have access to
- Access Discussion Forums in the Exclusive Protected Content section
- Post and reply to questions and ideas with our students, faculty, and partners/sponsors
 - Posting/Replying in Discussion Forums links to your profile allowing other logged in users to see the portions of your profile that are sharable. The Consent to Share field is connected to whether your profile is visible in a Directory Search.
- Access relevant information

My Profile

Contact Preferences

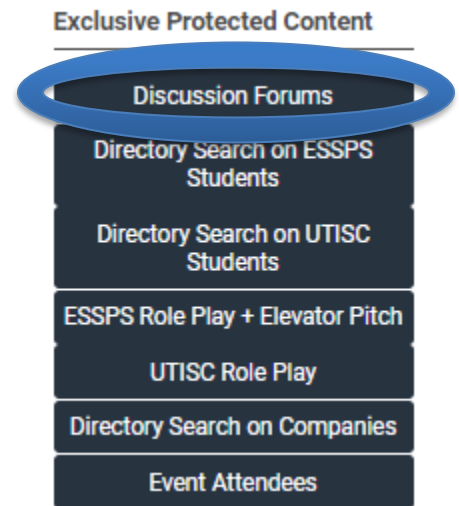
Mailing List Preference

ON Receive newsletters, announcements and updates from this organization

Forum Subscriptions

Name	Description	Notification
Career Search Advice		New Topics
Career Search Advice - Student to Stud...		New Topics and Replies
Good Sales Books		None
Role Play Best Practices - Student to Stu...		New Topics
Sales Competition Team		New Topics

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Community Forum

Board Latest Forum My Pending Welcome Ivanna Goodgrade
 Index Posts Profile Posts Posts Last visit was 01/22/2020 04:31:53 PM

Member Benefits Forum

Forums	Topics	Posts	Last Post
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Discussion Forum

Forums	Topics	Posts	Last Post
Career Search Advice	2	0	Advice for Staying in Touch with Companies ☺ by Deirdre Jones on 03/29/2019 02:45:15 PM
Career Search Advice - Student to Student	0	0	
Role Play Best Practices - Student to Student	0	0	
Sales Competition Team	3	1	Re:Best Practices for Role Playing ☺ by Deirdre Jones on 03/29/2019 04:50:28 PM
Technical Sales Careers	0	0	
Good Sales Books	0	0	
What Students Look for in an Employer	0	0	

Community Forum

Board Latest Forum My Pending Welcome Ivanna Goodgrade
 Index Posts Profile Posts Posts Last visit was 01/22/2020 04:31:53 PM

Sales Competition Team

Topics	Replies	Views	Last Post
Best Practices for Role Playing by Deirdre Jones on 03/29/2019 04:27:18 PM	1	5	Re:Best Practices for Role Playing ☺ by Deirdre Jones on 03/29/2019 04:50:28 PM
Best Practices for Networking at a Competition by Deirdre Jones on 03/29/2019 04:30:10 PM	0	2	Best Practices for Networking at a Competition ☺ by Deirdre Jones on 03/29/2019 04:30:10 PM
Best Practices for Coaching by Deirdre Jones on 03/29/2019 04:28:44 PM	0	2	Best Practices for Coaching ☺ by Deirdre Jones on 03/29/2019 04:28:44 PM

Community Forum : Sales Competition Team

Welcome Ivanna Goodgrade
Last visit was 01/22/2020 04:31:53 PM

Board Index Latest Posts Forum Profile My Posts Pending Posts

Post Reply **Subscribe** **Favorite**

Subject: Best Practices for Role Playing.. 03/29/2019 04:27:18 PM

Deirdre Jones

 What are your best practices for **role playing** at a sales competition?
 Quick Reply Quote

Posts: 11
Location:

Subject : Re:Best Practices for Role Playing.. 03/29/2019 04:50:28 PM

Deirdre Jones

 Sample role plays from the UTISC are publicly available in the UTISC Showcase in the Preparation channel.
<http://cobims.utoledo.edu/Mediasite/Showcase/utisc>
 For full access to the UTISC Showcase, please see your faculty coach for your university login (UTISC sponsor access varies by sponsor level; contact ESSPS Director with questions).
 Quick Reply Quote

Post Reply **Subscribe** **Favorite**

of Topics per Page
20

Quick Reply

Submit

- Reply to interesting topics with Post Reply button
- Create your own topic with New Topic button
- Edit or Delete your own discussions
- Vote up a topic with a green plus + button
- Vote down a topic with a red minus - button

New Topic

Subject: Leadership books for new managers

Any thoughts on best books to start with?

Subscribe: No Yes

Attachments: Choose File(s) No file chosen

Comments:

Upload **Preview** **Submit** **Cancel**

Learn and Interact in the Blogs

- Access Blogs in the Quick Links section
- Gain insights and comment/ask questions on:
 - *Research Corner* – practitioner focused summaries of the research being done by ESSPS faculty/staff
 - *Spotlights* – students, alumni, partners
 - *Alumni Wisdom* – key learnings, inspiration, and guidance from ESSPS alumni
 - Users must login to post comments; profiles are not linked to Blog posts
- New content added multiple times a month

The screenshot shows the website header for the College of Business and Innovation at The University of Toledo. The navigation bar includes links for Home, Students, Alumni & Professionals, Companies, and Faculty & Staff. A search bar and a Member Logout button are also present. The main content area features a blog post titled "Mobile Social Networking - Preventing Negative Dependencies in Salespeople" by Ellen Pullins, categorized under Research Corner. The post includes a date of May 01 and an image of various social media app icons. Below the image is a short paragraph of text. On the right side, there is a "Quick Links" section with buttons for Member Center, Blog - Research, Alumni Wisdom, Spotlights (circled in red), Guide for Students, Guide for Companies, and Impact Report. Below that is an "Exclusive Protected Content" section with buttons for Discussion Forums, Directory Search on ESSPS Students, Directory Search on UTISC Students, ESSPS Role Play + Elevator Pitch, UTISC Role Play, Directory Search on Companies, and Event Attendees.

Privacy

- Your individual information is defaulted to only be visible to faculty/staff in a Directory Search. If you want to share your profile with companies in a Directory Search, you need to change your Consent to Share Profile to "Granted"
- Parts of your profiles like home contact info, Mediasite username/password, etc are only visible to faculty/staff
- Check out our [Privacy Policy](#) to learn more and see what different users see when they view profiles

Help

- If you need any help with using Memberclicks or have questions about your profile in the [Member Center](#), please feel free to contact the ESSPS Director
- Watch [tutorial videos](#) (comprehensive and micro learning both available)

**Contact ESSPS Director, Deirdre Jones
at 419-530-2978 or Deirdre.Jones@utoledo.edu
to learn more or ask questions**