

R RUSS BERRIE INSTITUTE
NATIONAL SALES CHALLENGE
WILLIAM PATERSON UNIVERSITY

7th Annual **National Sales**
Challenge

November 13-15, 2013

2013
COMPETITION RESULTS

7th Annual National Sales Challenge

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WILLIAM PATERSON UNIVERSITY

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UNIVERSITY SALES TEAMS

Rank	University
1	Western Michigan
2	Elon University
3	University of Louisiana at Lafayette
4	University of Toledo
5	Virginia Tech University
6	Purdue University
7	Baylor University
8	University of Wisconsin Eau Clair
9	University of Wisconsin (Parkside)
10	Edinburg Napier University
11	University of Texas at Dallas
12	Northern Illinois University
13	University of Central Oklahoma
14	Florida State University
15	Nicholls State University
16	Ohio University
17	William Paterson University
18	Ball State University
19	Illinois State University
20	St. Catherine University
21	University of Wisconsin (Whitewater)
22	Kennesaw State University
23	Bowling Green State University
24	High Point University
25	West Virginia University
26	University of Dayton
27	Siena College
28	The College of New Jersey
29	Windesheim
30	The Citadel
31	Widener University
32	Plymouth State University
33	Temple University
34	Kansas State University
35	Middle Tennessee State, Penn State Harrisburg & Rider University *

* Please note that these universities only had one student participant.

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TOP 10 UNIVERSITY SALES TEAMS

Rank	University
1	Western Michigan
2	Elon University
3	University of Louisiana at Lafayette
4	University of Toledo
5	Virginia Tech University
6	Purdue University
7	Baylor University
8	University of Wisconsin Eau Clair
9	University of Wisconsin (Parkside)
10	Edinburg Napier University

TOP 10 OVERALL INDIVIDUAL PERFORMANCE

Rank	Student	University
1	Brian Curlett	Western Michigan
2	Alessandra Losa	Elon University
3	Ryan Jacob	University of Central Oklahoma
4	Gregory Fockler	University of Toledo
5	Sabrina Kramer	Virginia Tech University
6	Kayla Reinhackel	Western Michigan
7	Brandi Bawek	University of Wisconsin Eau Clair
8	Megan Bawek	University of Louisiana at Lafayette
9	Dominique Staupe	St. Catherine University
10	Allen Burns	Middle Tennessee State

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TOP 10 ROLE PLAY PARTICIPANTS

Rank	Student	University
1	Megan Martin *	University of Louisiana at Lafayette
2	Sabrina Kramer	Virginia Tech University
3	Brandi Bawek	University of Wisconsin Eau Clair
4	Allen Burns	Middle Tennessee State
5	Laura Beckstead	Elon University
6	Brian Curlett	Western Michigan
7	Kayla Reinhackel	Western Michigan
8	Alessandra Losa	Elon University
9	Ben Watson	Baylor University
10	Kimberly Keyser	Florida State University

TOP 10 SPEED SELLING PARTICIPANTS

Rank	Student	University
1	Alessandra Losa	Elon University
2	Brian Curlett *	Western Michigan
3	Christine Cortina	Northern Illinois University
4	Matthew Cooley	Purdue University
5	Kyle Naughton	Ball State University
6	Ryan Jacob	University of Central Oklahoma
7	Gregory Fockler	University of Toledo
8	Asha Andrews	University of Texas at Dallas
9	Robert McCandlish	Baylor University
10	Shannon Fuller	University of Wisconsin (Parkside)

* 2013 RBI NSC Viewers Choice Award Winners