

**R** RUSS BERRIE INSTITUTE  
NATIONAL SALES CHALLENGE  
WILLIAM PATERSON UNIVERSITY

8<sup>th</sup> Annual **National Sales**  
**Challenge**

November 19-21, 2014

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**2014**  
**COMPETITION RESULTS**

# 8<sup>th</sup> Annual National Sales Challenge

**R** RUSS BERRIE INSTITUTE  
NATIONAL SALES CHALLENGE

WILLIAM PATERSON UNIVERSITY

November 19-21, 2014

## UNIVERSITY SALES TEAMS

### Rank University

- 1 William Paterson University
- 2 University of Wisconsin - Eau Claire
- 3 Baylor University
- 4 University of Louisiana - Lafayette
- 5 Western Michigan University
- 6 James Madison University
- 7 University of Wisconsin - Parkside
- 8 Elon University
- 9 Plymouth State University
- 10 University of Central Oklahoma
- 11 University of Wisconsin - Whitewater
- 12 Temple University
- 13 Kansas State University
- 14 Virginia Tech
- 15 Aurora University
- 16 The University of Texas at Dallas
- 17 High Point University
- 18 Purdue University
- 19 Illinois State University
- 20 Nicholls State University

### Rank University

- 21 The College of New Jersey
- 22 Ball State University
- 23 Florida State University
- 24 Winona State University
- 25 Ohio University
- 26 University of Cincinnati
- 27 Clarkson University
- 28 University of Dayton
- 29 Salisbury University
- 30 Northern Illinois University
- 31 The University of Toledo
- 32 The Citadel
- 33 Widener University
- 34 Edinburgh Napier University
- 35 Bryant University
- 36 Middle Tennessee State University
- 37 Windesheim University
- 38 Siena College
- 39 St. Catherine University
- 40 Bloomsburg University

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## TOP 10 UNIVERSITY SALES TEAM CHAMPIONS

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### Rank University

- 1 William Paterson University
- 2 University of Wisconsin - Eau Claire
- 3 Baylor University
- 4 University of Louisiana - Lafayette
- 5 Western Michigan University
- 6 James Madison University
- 7 University of Wisconsin - Parkside
- 8 Elon University
- 9 Plymouth State University
- 10 University of Central Oklahoma

## TOP 10 SALES CHALLENGE CHAMPIONS

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### Rank Student

### University

- |    |                  |                                      |
|----|------------------|--------------------------------------|
| 1  | Helen Dinkel     | Kansas State University              |
| 2  | Andrew Spicer    | Virginia Tech                        |
| 3  | Austen Mahoney   | William Paterson University          |
| 4  | Denzel Bland     | William Paterson University          |
| 5  | Eric Sipe        | University of Wisconsin - Eau Claire |
| 6  | Alisha Pace      | Baylor University                    |
| 7  | Stefani Domingue | University of Louisiana - Lafayette  |
| 8  | Rob Hogan        | University of Wisconsin - Parkside   |
| 9  | Bryce Bandish    | Clarkson University                  |
| 10 | Brandi Bawek     | University of Wisconsin - Eau Claire |

## TOP 10 ROLE PLAY COMPETITION

Rank	Student	University
1	Helen Dinkel	Kansas State University
2	Andrew Spicer *	Virginia Tech
3	Stefani Domingue	University of Louisiana - Lafayette
4	Denzel Bland	William Paterson University
5	Catherine Broussard	Nicholls State University
6	Eric Sipe	University of Wisconsin - Eau Claire
7	Austen Mahoney	William Paterson University
8	Asad Khaja	Western Michigan University
9	Taylor Herodes	Aurora University
10	Kaitlyn Blair	James Madison University

## TOP 10 REFERRAL ROLE PLAY COMPETITION

Rank	Student	University
1	Denzel Bland	William Paterson University
2	Helen Dinkel	Kansas State University
3	Kaitlyn Blair	James Madison University
4	Brooke Smith	University of Louisiana - Lafayette
5	Asad Khaja	Western Michigan University
6	Brittany Sommerville	Ohio University
7	Andrew Spicer	Virginia Tech
8	Stefani Domingue	University of Louisiana - Lafayette
9	Alisha Pace	Baylor University
10	Eric Sipe	University of Wisconsin - Eau Claire

\* 2014 RBI NSC Viewers Choice Award Winners

## TOP 10 SPEED SELLING PARTICIPANTS

Rank	Student	University
1	Alisha Pace *	Baylor University
2	Hayley Guyton	Illinois State University
3	Jasmine Chipps	The University of Texas at Dallas
4	Rob Hogan	University of Wisconsin - Parkside
5	Erin Malone	University of Dayton
6	Austen Mahoney	William Paterson University
7	Helen Dinkel	Kansas State University
8	Eric Sipe	University of Wisconsin - Eau Claire
9	Brandi Bawek	University of Wisconsin - Eau Claire
10	Julia Denick	Elon University

\* **2014 RBI NSC Viewers Choice Award Winners**