What is this competition?
Students compete in a sales contest to win sweet swag and a scholarship. You will have 5 minutes to play the role of a DISH sales person and go through the sales process with a customer.

What to expect
This competition is built to improve your face-to-face selling skills in a low pressure, high excitement environment. You will present to 2 judges who are focused on your growth, and you can win a bunch of sweet swag along the way! So no matter if you are a rookie salesmen, or you consider yourself a pro, this competition is for YOU!

How does this work?
Overview
You will present 3 reasons why DISH is superior to cable and DIRECTV in a 5 minute pitch to judges (this will require conducting your own research). See page 2 for company overview and more details.

What can you win?
All students who participate will gain experience and improve skills in selling, negotiation, persuasion, and build confidence in themselves for any situation or business conversation.

Top 5 will receive swag prizes and a $500 scholarship going to the winner.

When:
Friday, March 18th from 9am-12:30pm

Where:
Rooms 102 A, B, C and D

Scholarship Prizes:
1st - $500

*Awards and winner recognized at 12:45pm

Training:
Friday, March 18th from 8:30am-9am

Registration:
To register, please go to http://bit.ly/1L63CLO. Registration is a first come, first serve basis.

For more info, contact Brian.Dorton@DishD2D.com
Competition in the media entertainment industry is fierce, as major players vie for new customers with innovative products and services. In the middle of this highly dynamic space is DISH. As a Fortune 250 company, we make a difference in the lives of consumers by delivering the best content experience at an unbeatable value. Our vision is to recreate the landscape of information and entertainment to become the sole provider of voice, video and data.

In September of 2013 DISH Network purchased a controlling interest of DishOne and committed to help them become the most prominent door-to-door force in the country. This will create opportunities that NO other door-to-door company can. A complicated product like TV service is best sold in person and DishOne brings the ability to target and acquire the best customers for DISH. That combination insures that DishOne is, and remains, a crucial part of DISH’s overall corporate strategy.

**FEATURES OF DISH**

Subscribers enjoy:

- A high definition line-up with more than 200 national HD channels
- The most international channels
- Award-winning HD and DVR technology
- Hopper Whole Home HD DVR
- A conflict free viewing experience thanks to its 16 tuners; watch and record up to 16 shows at one time!
- 4K support; watch a variety of On Demand shows and movies in stunning 4K resolution
- A new, modern User Interface; channel surf at lightning speed
- Supports 7 rooms
- AutoHop; automatically skips commercials on most prime time shows recorded from local channels
- DISH Anywhere; watch live and recorded TV on your mobile device no matter where you are, with or without Internet connectivity!
- Remote Finder; the Hopper is the only DVR with remote finder capability built in so you never lose the remote!
- Home of the 3-year price lock! DISH is the only place where customers can lock in their price for 3 years.

**SALES SCENARIO**

You will play the role of a DishOne Sales Representative, who is making door-to-door sales calls in a residential area. You knock on a customer’s door and after a few questions you discover they are a DIRECTV customer. They also told you that they watch common channels (ESPN, National Geographic, HGTV) and have the Genie whole home DVR with service in 4 rooms. They say to you, “I’m really pressed for time, give me 3 or 4 compelling reasons why DISH is better than DIRECTV”. Research and be ready to present and defend your 3-4 reasons why DISH is a better choice for your customer than DIRECTV.