



2021 How the Virtual Competition Works
(all times are CST)

Coaches Briefing: Monday, February 15th, 3:00-4:00 PM CST (Zoom Link: TBA; training video will be posted to website)
Judges Briefing: Monday, February 22nd, 4:15-5:00 PM CST (Zoom Link: TBA; training video will be posted to website)

*Competitors, Judges and Buyers should report to their room 15 minutes before the role-play time

Thursday, February 25th

General Meeting Room (Zoom Link: TBA)						
8:30-9:00 am Competition Welcome (Zoom Link: TBA)						
9:00-10:15 am Sales Wisdom Discussion Session (Zoom Link: TBA)						
10:30-11:15 am Role Play Perspective & Advice Session (Zoom Link: TBA)						
	General Meeting Room (Zoom Link: TBA)	Breakout Room 1 (Zoom Link: TBA)	Breakout Room 2 (Zoom Link: TBA)	Breakout Room 3 (Zoom Link: TBA)	Breakout Room 4 (Zoom Link: TBA)	Breakout Room 5 (Zoom Link: TBA)
ROUND 1: 12:00 pm-2:05 pm (Break: 12:40-1:00 pm) Winner in each room advances.	Room Attendees: <ul style="list-style-type: none">• Valenti• 1 GA• All University Participants	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff
		Flight 1: 12:00-12:15 pm	Flight 1: 12:00-12:15 pm	Flight 1: 12:00-12:15 pm	Flight 1: 12:00-12:15 pm	Flight 1: 12:00-12:15 pm
		Flight 2: 12:25-12:40 pm	Flight 2: 12:25-12:40 pm	Flight 2: 12:25-12:40 pm	Flight 2: 12:25-12:40 pm	Flight 2: 12:25-12:40 pm
		(Break: 12:40-1:00 pm)				
		Flight 3: 1:00-1:15 pm	Flight 3: 1:00-1:15 pm	Flight 3: 1:00-1:15 pm	Flight 3: 1:00-1:15 pm	Flight 3: 1:00-1:15 pm
		Flight 4: 1:25-1:40 pm	Flight 4: 1:25-1:40 pm	Flight 4: 1:25-1:40 pm	Flight 4: 1:25-1:40 pm	Flight 4: 1:25-1:40 pm
		Flight 5: 1:50-2:05 pm	Flight 5: 1:50-2:05 pm	Flight 5: 1:50-2:05 pm	Flight 5: 1:50-2:05 pm	Flight 5: 1:50-2:05 pm
WILD CARD: 2:40 pm-4:20 pm (Break: 3:20-3:40 pm) Winner in each room advances.	Room Attendees: <ul style="list-style-type: none">• Valenti• 1 GA• All University Participants	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff	Room Attendees: <ul style="list-style-type: none">• 1 Buyer• 3 Judges• 1 Competitor• 1 BSC Staff
		Flight 1: 2:40-2:55 pm	Flight 1: 2:40-2:55 pm	Flight 1: 2:40-2:55 pm	Flight 1: 2:40-2:55 pm	Flight 1: 2:40-2:55 pm
		Flight 2: 3:05-3:20 pm	Flight 2: 3:05-3:20 pm	Flight 2: 3:05-3:20 pm	Flight 2: 3:05-3:20 pm	Flight 2: 3:05-3:20 pm
		(Break: 3:20-3:40 pm)				
		Flight 3: 3:40-3:55 pm	Flight 3: 3:40-3:55 pm	Flight 3: 3:40-3:55 pm	Flight 3: 3:40-3:55 pm	Flight 3: 3:40-3:55 pm
		Flight 4: 4:05-4:20 pm	Flight 4: 4:05-4:20 pm	Flight 4: 4:05-4:20 pm	Flight 4: 4:05-4:20 pm	Flight 4: 4:05-4:20 pm
		5:30 pm Announcement of Round 2 Competitors & Pressure Round Seeding (posted to website)				

Friday, February 26th

		General Meeting Room (Zoom Link: TBA)	PRESSURE ROUND			ROUND 2	
			Breakout Room 1 (Zoom Link: TBA)	Breakout Room 2 (Zoom Link: TBA)	Breakout Room 3 (Zoom Link: TBA)	Breakout Room 4 (Zoom Link: TBA)	Breakout Room 5 (Zoom Link: TBA)
ROUND 2 & PRESSURE ROUND: 9:00 am-11:05 am (Break: 9:40-10:00 am) Pressure Round: Winners in each room place as top 3; scores determine placement. Round 2: Winner in each room advances.	Room Attendees: • Valenti • 1 GA • All University Participants	Room Attendees: • 1 Buyer • 3 Judges • 1 Competitor • 1 BSC Staff	Room Attendees: • 1 Buyer • 3 Judges • 1 Competitor • 1 BSC Staff	Room Attendees: • 1 Buyer • 3 Judges • 1 Competitor • 1 BSC Staff	Room Attendees: • 1 Buyer • 3 Judges • 1 Competitor • 1 BSC Staff	Room Attendees: • 1 Buyer • 3 Judges • 1 Competitor • 1 BSC Staff	
		Flight 1: 9:00-9:15 am	Flight 1: 9:00-9:15 am	Flight 1: 9:00-9:15 am	Flight 1: 9:00-9:15 am	Flight 1: 9:00-9:15 am	
		Flight 2: 9:25-9:40 am	Flight 2: 9:25-9:40 am	Flight 2: 9:25-9:40 am	Flight 2: 9:25-9:40 am	Flight 2: 9:25-9:40 am	
		(Break: 9:40-10:00 am)					
		Flight 3: 10:00-10:15 am	Flight 3: 10:00-10:15 am	Flight 3: 10:00-10:15 am	Flight 3: 10:00-10:15 am	Flight 3: 10:00-10:15 am	
		Flight 4: 10:25-10:40 am	Flight 4: 10:25-10:40 am	Flight 4: 10:25-10:40 am	Flight 4: 10:25-10:40 am	Flight 4: 10:25-10:40 am	
		Flight 5: 10:50-11:05 am	Flight 5: 10:50-11:05 am	Flight 5: 10:50-11:05 am	Flight 5: 10:50-11:05 am	Flight 5: 10:50-11:05 am	
11:20 am Announce Two Finalists (Zoom Link: TBA)							
	General Meeting Room (Zoom Link: TBA)	Breakout Room 1 (Zoom Link: TBA)					
FINALS: 11:30 am-12:20 pm Finals are 20 minute role-plays. Overall champion is declared by scoring.	Room Attendees: • Valenti • 1 GA • All University Participants	Room Attendees: • 2 Final Competitors (must both be present – the first competitor may watch the second when done) • 1 BSC Staff					
		Flight 1: 11:30-11:50 am					
		Flight 2: 12:00-12:20 pm					
12:45-1:15 pm Awards Announcements (Zoom Link: TBA; all participants and judges may attend)							