

JBBA National Show and Convention

Individual Sales Talk Contest

Name _____

Content – 40 points possible					
Introduction	<u>10-8 points</u> <ul style="list-style-type: none"> • Gives a brief explanation of the topic. • Exhibits an appropriate tone for the presentation. • Begins with a confident and poised attitude. 	<u>7-5 points</u> <ul style="list-style-type: none"> • Somewhat explains the topic. • Exhibits a tone that somewhat fits the presentation. • Almost confident attitude. 	<u>4-0 points</u> <ul style="list-style-type: none"> • Beginning does not accurately address the topic. • Inappropriate tone. • Negative or inappropriate tone that does not fit. 	<u>Points earned</u>	10 points possible
Body	<u>20-14 points</u> <ul style="list-style-type: none"> • Accurate length and clearly organized. • Gives substantial information that furthers their point. • Examples used are vivid, precise, original, and relevant. 	<u>13-7 points</u> <ul style="list-style-type: none"> • Too short/long and information is scattered. • Information somewhat furthers point, but leaves audience wondering. • Examples are present but not very relevant. 	<u>6-0 points</u> <ul style="list-style-type: none"> • Body is organized poorly and leaves audience wondering. • No clear main points are addressed. • No relevant examples are given. 		20 points possible
Conclusion	<u>10-8 points</u> <ul style="list-style-type: none"> • Substantial ending that wraps up any loose ends. • Summarizes main points. 	<u>7-5 points</u> <ul style="list-style-type: none"> • Ending somewhat makes sense. • Unorganized and does not give any semblance of theme. 	<u>4-0 points</u> <ul style="list-style-type: none"> • Abrupt ending. • Extremely short and gives no summary or overarching theme. 		10 points possible
Total points for this section					40 points possible

Delivery - 50 points possible					
Eye Contact	<u>10-8 points</u> <ul style="list-style-type: none"> Eye contact consistently and effectively used. 	<u>7-5 points</u> <ul style="list-style-type: none"> Eye contact is present 50% of the time. 	<u>4-0 points</u> <ul style="list-style-type: none"> Eye contact is awkward/not present. 	<u>Points earned</u>	10 points possible
Presentation	<u>15-11 points</u> <ul style="list-style-type: none"> Is extremely well poised. Great/confident posture and positive body language. Speaker uses power of presentation to engage and captivate audience 	<u>10-6 points</u> <ul style="list-style-type: none"> Somewhat well poised. Evidence of effort in posture and somewhat positive body posture. Speaker presents speech as mere repetition of facts; comes off more as report 	<u>5-0 points</u> <ul style="list-style-type: none"> No evidence of effort in poise or professional mannerisms. Pace is too fast/nervous Speaker bores the audience with a lack of enthusiasm and power 		15 points possible
Communication	<u>20-14 points</u> <ul style="list-style-type: none"> Speaks clearly and without hesitation. Effective use of hand gestures and mannerisms 	<u>13-7 points</u> <ul style="list-style-type: none"> Speaks clearly, but sometimes hesitates with long, unnecessary pauses. Unnecessary/awkward hand gestures 	<u>6-0 points</u> <ul style="list-style-type: none"> Pronunciation of words is hard to understand. 		20 points possible
Time	<u>5 points</u> Within allotted time		<u>0 points</u> Not within allotted time		5 points
Total points for this section					50 points possible

Questions – 10 points possible					
Content	<u>5-4 points</u> <ul style="list-style-type: none"> • Answer shows thorough knowledge of the question presented. • Supports answer with strong evidence. • Examples are original, logical, and relevant. 	<u>3-2 points</u> <ul style="list-style-type: none"> • Answer shows a moderate knowledge of the question presented. • Some evidence and examples are presented, but are weak 	<u>1-0 points</u> <ul style="list-style-type: none"> • Answers show little to no knowledge of the topic. • No evidence of prior preparation • Evidence and examples are either absent or not applicable. 	<u>Points earned</u>	5 points possible
Ability to answer	<u>5-4 points</u> <ul style="list-style-type: none"> • Applicant effectively communicates a well thought out response. • Eye contact consistently and effectively used. • Is extremely well poised. • Great/confident posture and positive body language. 	<u>3-2 points</u> <ul style="list-style-type: none"> • Applicant articulates an understandable response that is disorganized. • Eye contact is present 50% of the time. • Somewhat well poised. • Evidence of effort in posture and somewhat positive body posture. 	<u>1-0 points</u> <ul style="list-style-type: none"> • Applicant's answers are irrelevant and cause confusion. • Eye contact is awkward/not present. • No evidence of effort in poise or professional mannerisms. 		5 points possible
Total points for this section					10 points possible

Judge's Comments:
