Special Points of Interest:
- Volunteer for Maryland Golf
- NSU Intern and Job Fair is February 19th!
- Local ABL Team Needs Interns!
- Miami Dolphins have Opportunities!

LAST CHANCE TO SIGN UP FOR SPT NIGHT
Don’t miss a great opportunity to network this week at SPT Night. If you have not notified Professor Olson, you must let her know by the end of Monday, February 4, 2013. We need a head count so that we have enough food and drink for everyone. Join us as the Men’s and Women’s Basketball Teams take on Eckerd. The action starts at 5:30 p.m. in the Club Room at the Don Taft University Center. You must be on a special pass list to enter the room. We’ll be there for both games. If you have a class, join us afterwards. It will be fun and let’s cheer for the Sharks. Both teams are having an outstanding season.
To RSVP contact Professor Olson at onancy@nova.edu or her cell, (954) 383-1132.

Cheer for Senior SPT Major Louis Schnauer on SPT Night!
Be ready to shout “threeeeeeee” when Meixandra Porter and Danielle Robinson are in the game.

COURSES & CREDITS

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<tr>
<th>Course Code</th>
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<tr>
<td>SPT 4950</td>
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Contact Professor Olson for more information
onancy@nova.edu
Cell: (954) 383-1132
Volunteer for Experience!
DAVIE STARS HAVE SEVERAL OPPORTUNITIES

Professor Olson and NSU graduate Kenneth Fullwood recently met with representatives of the Davie Stars to learn more about the Stars and the American Basketball League.

The ABL is the first American basketball league to play FIBA rules and is considered a “developmental” league for outstanding players, those looking for an opportunity to play professionally when the NBA is not an immediate option.

The Stars play at the Davie P.A.L. which is very close to the NSU Campus at 4300 SW 57 Terrace, Davie FL. Check out their website at http://www.abl-hoops.com

The Davie Stars needs interns in the following areas:

MARKETING

Sales and Sponsorships with local businesses. Intern will receive 20% commission on all sales including single game tickets

Other Areas:

- Promotions
- Streaming the games on the Internet
- Public Address Announcer

For more information, contact:

Scott Adubato, Head Coach/GM
sadubato@hotmail.com
(908) 884-3278

Mike Holley
Michael.holley7@gmail.com
(571) 505-1128
WE MADE THE NEWS!

Both the Miami Herald and the Fort Lauderdale Sun Sentinel ran this picture last week! We are doing good things at NSU and it is always nice to be recognized!

SAVE THE DATE

17TH Annual HOPE Outreach Center Golf Tournament

Monday, November 4th, 2013

Ft. Lauderdale Country Club
VOLUNTEER OPPORTUNITY

This opportunity was sent to us by NSU graduate Desire Vanterpool.

The University of Maryland is hosting the Sir Pizza Terrapin Challenge on February 25-26 at Shula’s in Miami Lakes.

We need volunteers to help us with Live scoring for the 36 hole day on Monday and the final round on Tuesday. I still need 6 volunteers for Monday morning, 2 for Monday afternoon, and 4 for Tuesday. The volunteers will be provided with Lunch from Sir Pizza on both Monday and Tuesday. Your support and help during our event would be greatly appreciated!

The Shifts are below:

Monday the 25th
Morning: 7:00am-12:30pm
Afternoon: 12:00pm-5:30pm

Tuesday the 26th
Morning: 7:00am-12:30pm

I can be reached at tprats@umd.edu or on my cell at 352-538-4292.

Thanks and Go Terps!!

Tiffany Prats
College Brides Walk

We invite you to participate in promoting love, health, and peace in all relationships. Join us as we unite to raise awareness about dating violence.

www.collegebrideswalk.com

Friday, February 8th, 2013
Barry University
11300 NE 2nd Ave.
Miami Shores, FL 33161

Join us for free food, walk and workshops!!!

This photo was taken minutes before Gladys Ricart was murdered by her ex-boyfriend.

College Brides Walk Information

Program

10 a.m. Workshop - An overview of women's human rights
11 a.m. Workshop 1 - Dating/Domestic Violence
Workshop 2 - Working with Immigrant Victims
11:50 a.m. Lunch
12:20 a.m. Opening Ceremony
1:00 p.m. 6 Miles Walk
2:00 p.m. Human trafficking film (for non-walkers)
4:00 p.m. to 6 p.m. Free Dinner & Closing Ceremony

Please register by visiting our website at www.collegebrideswalk.com

Thank you to our Sponsors

[joint list of university and organization logos]

You may walk the entire route or a portion of the route. Women are encouraged to wear white attire, wedding gowns, or prom dresses. Men are encouraged to wear tuxedos or black attire.
Break into your career!

INTERNSHIP & JOB FAIR

Tuesday, February 19
11:00 a.m. - 2:00 p.m.
Don Taft University Center,
Second Floor, Basketball Courts

MEET OVER 40 EMPLOYERS!
Business professional attire is required.
Bring your NSU ID.

For more information and full listing of employers visit www.nova.edu/career,
email career@nova.edu, call (954) 262-7201.
SUN LIFE STADIUM / MIAMI DOLPHINS
JOB DESCRIPTION

POSITION: Ticket Sales Associate

DEPARTMENT: Ticket Sales
REPORTS TO: Senior Manager, Ticket Sales

Status: 30 hours per week, flexible hours. Temporary/Seasonal position. $9/hr plus 5% commission.

Summary: Assist the Miami Dolphins Sales Department by maintaining an active role in the sale of Dolphins Season Tickets, Partial Plans and Group Tickets.

ESSENTIAL FUNCTIONS:
- Prospect potential full season, partial season and group ticket clients through daily phone calls and emails. High volume outbound calls.
- Adhere to department guidelines in relation to call volume, prospecting and productivity
- Help maximize renewal business and maintain a high level of customer service to new and existing clients
- Work with related departments to improve communication and the fan experience
- Consistently enter client data into CRM system throughout the sales process to aid in information sharing between sales and service personnel
- Represent organization at various networking and/or offsite community events promoting ticket sales
- Assist with administrative functions for the department
- Facilitate special projects as assigned
- Additional related duties as assigned

ESSENTIAL REQUIREMENTS:
- High School diploma/GED. College degree preferred.
- Strong customer service and interpersonal skills
- Archtics ticketing system and Microsoft CRM experience preferred
- Telephone sales and/or customer service experience preferred (previous experience with a sports franchise or in the sports industry a plus)
- Strong written and oral communications skills
- Ability to handle heavy outbound/inbound phone volume
- Basic understanding of Microsoft Word and Outlook
- Bilingual (English/Spanish) a plus
- The ability and desire to work flexible hours including evenings, weekends and holidays

Background check will be conducted.

SEND RESUME TO MLOPEZ@DOLPHINS.COM
MIAMI DOLPHINS
JOB DESCRIPTION

POSITION: Senior Sales Manager
DEPARTMENT: Ticket Sales
REPORTS TO: VP, Ticket Sales & Retention
STATUS: Exempt – Full time

SUMMARY:
The Senior Sales Manager will be responsible for hiring, training, coaching, motivating and supervising the sales staff in order to ensure the achievement of ticket sales goals. The Manager will develop sales management strategies for Dade, Broward and Palm Beach markets making sure that the team is aggressively canvassing and selling season tickets, club seats, suites, groups and specialty products. The Manager will also contribute to the overall department’s sales and retention goals.

ESSENTIAL FUNCTIONS:
• Manage and motivate staff on a daily basis to exceed sales goals
• Participate in the development and implementation of goals, objectives, policies, and priorities for all sales programs, while creating a strategic plan to achieve department goals
• Hire, develop and retain quality sales staff members who work inside and outside the office.
• Ensure ongoing solicitation of corporations and group organizations for the purpose of selling group and premium product sales
• Assist in the development of creating new and unique season ticket packages and packages for sale to individual ticket buyers.
• Assist in the development and implementation of theme/community ticket programs and other creative programs to achieve ticket goals
• Assist with various sales and ticket office responsibilities
• Record and track sales commissions
• Monitor sales and ensure quality and integrity of all sales
• Coordinate with Ticket Office the availability of seats for sale
• Attend events and business functions to ensure a high profile in the territory and to acquire leads
• Collaborate with the Retention department on an ongoing basis to ensure the continuity of members
• Research and implement “best practice” ideas
• Attend sales meetings to communicate updates and monitor progress towards goals including weekly one-on-one sessions with the sales reps

PREFERRED QUALIFICATIONS:
• Bachelor’s degree in Sales, Marketing, Business Administration or a closely related field; or equivalent experience
• Five (5) years of experience in sales
• Detail oriented and highly organized
• Ability to express ideas and convey information effectively, both orally and in writing
• Ability to make decisions with minimal supervision and sound judgment unilaterally
• Ability to provide training and feedback to staff
• Ability to work extended hours under varying work schedules and frequently meet rigid deadlines with little lead time
• Ability to work a flexible schedule, including days, evenings, nights, weekends and holidays based upon the team’s schedule and events in the community.
• Strong initiative and entrepreneurial spirit with excellent partnering skills and a can-do attitude
• Ability to successfully collaborate and influence others in a flexible and dynamic environment
• Proficient in MS Word, Excel and ability to learn CRM Dynamics and Archtics ticketing system
• Ability to work days, evenings and weekends due to business need
• Bilingual a plus (English/Spanish)

Reasonable accommodations may be provided to enable individuals with disabilities to perform the essential functions of their job.

10/25/2012
MIAMI DOLPHINS/SUN LIFE STADIUM
JOB DESCRIPTION

POSITION: Account Executive – Group Sales

DEPARTMENT: Ticket Sales - Groups

REPORTS TO (Title): Sr. Sales Manager - Groups

STATUS (Exempt/Salaried or Non-Exempt/Hourly): Exempt (no overtime pay)

ESSENTIAL FUNCTIONS:

Group Sales Account Executive

- Meet or exceed established monthly and yearly revenue and ticket goals set for new business with a results driven approach toward managing a self developed book of business.
- Effectively and efficiently prospect for new business through researching industries, companies, schools, churches, non-profits and all group possibilities in the community; business to business calls; attending networking, charity, philanthropic, and community events; becoming a member of chambers or other business networking groups; speaking engagements; and conducting professional meetings with potential candidates.
- Entertain and nurture relationships with clients and prospects through creative means including but not limited to: one-on-one dinners, lunches, and happy hours; entertaining at games and events, open houses and exclusive group leader events; driving opportunities for up-sells, cross-sells, multiple game buys, and referrals.
- Create a network that you are able to grow over time by getting connected in the marketplace, cultivating long lasting revenue generating relationships.
- Conduct professional consultative group sales presentations via face to face and phone with a sophisticated corporate sales approach, driving business solutions through a customized needs analysis, enhancing the Miami Dolphins book of business through strategic group partnerships.
- Based on feedback from meetings/calls, present any number of custom group ticket and hospitality packages.
- Assist, train, and mentor incoming Group Sales Seasonal Representatives.
- Develop strategic plans to build client development programs and processes in order to establish a mutually beneficial business relationship that will ultimately drive ROI and assist in the renewal and longevity of the client.
- Build and maintain strong relationships with prospects and clients through proactive communication including touch points, phone calls, emails, invitations, events, seat visits, and other communication channels.
- Develop a daily, weekly, monthly, and yearly sales plan to grow your personal book of business.
- Actively engage in the ongoing Sales Training provided by the Dolphins and continue to sharpen and improve skills and abilities.
• Embrace the values of the Dolphins sales family: work ethic, positivity, coachability, (sales) cultural leadership, passion for sales, passion for craft, and passion for sports business.

Additional Responsibilities:

• Perform various duties on game days including entertaining clients and prospects
• Attend team and community events for the purpose of maximizing sales and service opportunities.
• Ability to work in a dynamic team environment with all levels in the organization
• Ability to work under the stress of deadlines and prioritize work when given multiple projects
• Ability to take direction and work well with others
• Ability to work flexible hours including evenings, weekends, some holidays and event nights

ESSENTIAL REQUIREMENTS:

Minimum Requirements:

• College degree required; preferably in business or sports management
• 2-3 years of sales experience required
• Previous Ticket Sales experience strongly preferred
• Proven record of sales achievements, preferably from sports industry/ticket sales
• Experience in selling to and working with President/CEO level executives
• Experience and success in developing and building relationships with a creative consultative approach
• Passion for craft, sales, and sports business
• Stellar work ethic
• Positive attitude
• Eagerness to learn and develop
• Proven ability to work as a team member
• Self-motivated with a tireless internal motor
• Proficient verbal and written communication skills required
• Proficient computer skills preferred (Outlook, Excel, Word, Powerpoint). CRM and Archtics background is a plus.
• You will need to be at all Dolphins home games as well as many external events throughout the year. This job is not a 9-5 position and candidates should be aware of the time commitment and unique hours that are required to be successful.

Reasonable accommodations may be provided to enable individuals with disabilities to perform the essential functions of the job.

IF YOU ARE INTERESTED IN ANY OF THE DOLPHINS JOBS, EMAIL YOUR RESUME TO MICHEL LOPEZ, mlopez@dolphins.com.