NSU SPORT AND RECREATION MANAGEMENT NEWSLETTER

WHAT’S INSIDE?

- NSU Graduates are Getting Hired!
- SPT 5200 Visits the BB&T Center
- Miami Dolphins News
- Volunteer at the David Posnack JCC during the holidays
- NSU Campus Recreation offers internship opportunities

Sandi Bishop, Travis Smith and Bill Bishop

Sandi and Bill Bishop recently spoke to students in SPT 5200 and talked about their successful careers as sales representatives for Adidas, TaylorMade and Ashworth. Sandi runs the office and Bill is busy visiting golf clubs from Vero Beach in the north to the Keys in the south and west to the Naples area. Bill is the most successful sales rep for Adidas in the United States! He explained how the business has changed over the years which has required him to “think outside the box.” Products are launched using a “pyramid of influence” with the professional golfers at the top of the pyramid followed by the club pros and then the club members. New fabrics with climate control and lots of colors dominate the market. Bill not only sells golf apparel to the clubs but he also assists them with merchandising to improve sales.

BILL BISHOP’S CORE VALUES FOR OPERATING A SUCCESSFUL BUSINESS

Bill Bishop shared tips on how he has been the most successful Adidas sales rep for 25 years. He feels that these core values are what it takes to be successful in any business. He encouraged the students to be entrepreneurs!

- Be persistent
- Show up
- Make yourself valuable
- Be a team player
- Don’t gossip
- Dream big
- Find what motivates you
- Practice honesty
- Don’t let a bad situation make you quit
- Be willing to change—leave your comfort zone
CONGRATULATIONS
NSU GRADUATES

JEREMY KLAWSKY

Jeremy Klawsky starts a paid internship with the Marlins Foundation, the charitable organization for the Miami Marlins on January 8, 2014. This year long position is a great opportunity to learn and network in baseball. His ultimate goal is to work full time in the front office of a professional baseball team. He will also finish out the football season at Sun Life Stadium helping the grounds crew with game day operations.

DESIRE VANTERPOOL

Desire Vanterpool is now working for Miami Dade County. She is a Park Service Aide at the Country Club of Miami. Golf is her passion. Here she is when she did an internship with Bonaventure Country Club during her tenure as a student at NSU.

Molly Sigerich

Molly Sigerich has been promoted to Executive Sales Representative at Paycom.
Students enrolled in SPT 5200 got to tour the BB&T Center prior to the Panthers game vs. the Edmonton Oilers. They learned about ticketing, food and beverage and merchandising. Pictured above are the students with the Assistant Director of Operations, Michael Nugent (suit and tie) in the Box Office. The class thanks the following for helping arrange an educational evening. Mackie Feirerstein, Director of Group Sales (left); Cassie Wilkinson, Group Sales Account Executive; Ashley Smoley, Account Executive; Michael Nugent; and Bob Hough, Vice President, Center Plate BB&T Center. Throughout this fall the students have been told that you do not sell “wins and loses” but the experience of sports. The Panthers lost but the students had a great experience! Go Panthers!
Marcela Orjuela

Congratulations to another NSU graduate! Marcela Orjuela was recently promoted as a Member Retention Executive.

MIAMI DOLPHINS
SPECIAL TEAMS
NEEDS OFFICE HELP

Please contact Ana Kucera at the Miami Dolphins if you can help their Volunteer Program with data entry. Contact Ana at (305) 943-6787 or akucera@dolphins.com.
VOLUNTEER OPPORTUNITY

Call Will Croud if you are interested:
(954) 629-8979 or (954) 662-8704

Winter JCaition
Basketball Mini-Camp

Week 1 • December 23-27
Week 2 • December 30 - January 3
No camp on December 25 or January 1

Grades K-8
9 a.m. to 3 p.m.
Extended day available at an extra charge

Introductory Price

Member $50/day $175/4 days  •  Non-Member $65/day $225/4 days

Raja Bell, former NBA star, along with Don Kelbick, a personal coach of multiple professional players, both current and past, are teaming up with the J to create a Winter JCaition opportunity. This will bring a professional NBA touch to our already successful JHoops basketball program.

Don’t let your child miss out on this experience. Sign them up today to learn from a pro!

Who is Raja Bell:

• Played 12 NBA seasons
• 2006-2007 scored total of 205 three pointers
• 2007-2008 NBA All-Defensive first team
• Throughout his career, scored 956 three pointers
• 21st in all-time NBA career three point percentage
• Played in 2001 NBA finals

All activities will be at the David Posnack JCC.

Register early. Limited space available.

For more information please call
954.434.0499, ext. 103 | info@dpjcc.org | www.dpjcc.org
5850 S. Pine Island Road • Davie, Florida 33328
Tom Vitucci, Director of Campus Recreation at NSU, reports that his department is developing “a more formal internship program in order to become a registered/listed agency with academic recreation and sports management programs across the country. We believe that we have the facilities, programs, and professionals in place to offer a quality experience for any aspiring student.” Contact Professor Olson for more information. She can share the job descriptions for the following areas: Aquatics, Fitness, Operations and Recreational Sports.