RSVP FOR SPT NIGHT
February 26, 2014
Tip-Off at 5:30 PM

Please join members of the Sport and Recreation Management Department for the Third Annual SPT Night when the NSU Men’s and Women’s Basketball Teams close out the regular season and honor the seniors on the teams. The Club Room is reserved for SPT and Campus Recreation. Food and drinks will be served but you must RSVP! Here’s an opportunity to network with fellow students, the SPT MBA Advisory Board and business partners. If you get this newsletter, you are invited, but space is limited so take advantage of this great opportunity! Email Professor Olson at onancy@nova.edu and let her know that you plan to attend. Don’t worry if you cannot make it exactly at 5:30 PM.

COURSES AND CREDITS:

SPT 2950 - 3 CREDIT HOURS
SPT 4951– 6 CREDIT HOURS
SPT 4952 – 6 CREDIT HOURS
SPT 4950 - 12 CREDIT HOURS

SPORT AND RECREATION MANAGEMENT FACULTY:

PETER S. FINLEY, Ph.D.
ASSISTANT DEAN FOR UNDERGRADUATE AFFAIRS

JEFFREY J. FOUNTAIN, Ph.D.
ASSOCIATE PROFESSOR

NANCY J. OLSON, M.Ed., M.S.
PART-TIME FACULTY
NEWSLETTER EDITOR

FOR INFORMATION ABOUT NEWSLETTER OPPORTUNITIES INCLUDING PRACTICUMS, INTERNSHIPS AND VOLUNTEERING, CONTACT PROFESSOR OLSON:

onancy@nova.edu
(954) 383-1132

CONGRATULATIONS TO:

• CANDICE JOHNSON
• GUIDO RIFFESER
• CAMERON WYLIE

FOR MAKING THE 2013 SUNSHINE STATE CONFERENCE FALL COMMISSIONER’S HONOR ROLL!
CLIFF FLOYD GRADUATE AND UNDERGRADUATE SCHOLARSHIPS
DEADLINE TO APPLY: APRIL 1, 2014

http://www.huizenga.nova.edu/CurrentStudents/Scholarships.cfm

Contact Dr. Finley if you have any questions.

Graduate Scholarships

Cliff Floyd Foundation Scholarship

Award Amount: $3,000 one-time award

Requirements:

• Must be a graduate full-time student currently enrolled at the H. Wayne Huizenga Business School.
• Pursuing an M.B.A. in Sport Revenue Generation.
• Graduate students must have a minimum cumulative GPA of 3.0 (on a 4.0 scale).
• 500-word essay outlining your contributions to the sport and recreation community either through volunteerism and/or work experience.
• Students are permitted to re-apply for scholarship providing student maintains GPA of 3.0

Required Documentation:

Completed Application
Official transcripts in sealed envelope
Essay

Undergraduate Scholarships

Cliff Floyd Foundation Scholarship

Award Amount: $3,000 one-time award

Requirements:

• Must be an undergraduate full-time student currently enrolled at the H. Wayne Huizenga Business School.
• Pursuing a Bachelor's Degree in Sport and Recreation Management.
• Undergraduate students must have a minimum cumulative GPA of 3.5 (on a 4.0 scale).
• 500-word essay outlining your contributions to the sport and recreation community either through volunteerism and/or work experience.
• Students are permitted to re-apply for scholarship providing student maintain GPA of 3.5

Required Documentation:

Completed Application
Official transcripts in sealed envelope
Essay
Special Events Intern
The Boys & Girls Club of Broward County welcomes your interest! Since 1965 we have thrived in our mission to assist and inspire our youth to reach their full potential. The role of Special Events Intern is a challenging and exciting opportunity.

The primary function of the Special Events Intern is to provide support to the Events Team in all aspects and to gain experience while assisting in the growth and development of the Boys & Girls Clubs of Broward County.

Primary Responsibilities and Essential Requirements Include:
- Work closely with Special Events Coordinators leading up to each fundraising event
- Assist at each event in all aspects
- Identify and recruit sponsors
- Work on mailings and designs

Qualifying Requirements:
- Minimum 1 year experience working at events or working to obtain a degree in a relevant field
- Must have reliable transportation for travel amongst Broward County
- Must be able to work 20 hours a week, plus events

EEO/AA/Drug Free Workplace E-Verify

IF INTERESTED SEND YOUR RESUME TO

Nicole (Reed) Coello, nreed@bqcbc.org
The Boys and Girls Clubs of Broward need volunteers to help at the Concours d’Elegance event taking place February 23, 2014.

Please see the attached invite, website, and the details below.

www.BocaRatonConcours.com

The Boca Raton Concours D’ Elegance taking place on Sunday, February 23rd, 2013

Location:
Boca Raton Resort & Club
501 East Camino Real
Boca Raton, FL, 33432

Directions:
Please park at JM Family Headquarters
500 Jim Moran Blvd
Deerfield Beach, FL, 33442

West on Hillsboro off 95- at intersection of Jim Moran Blvd and Hilleboro, turn right into the campus, follow the signs and continue to 500 Jim Moran Blvd. (There will be signs guiding you)

Attire:
Shirts will be provided; khaki or black pants

Shift 2:
8:00AM-11:00AM

Shift 3:
11:00AM-2:00PM

Shift 4:
2:00PM-4:00PM

Volunteer need:
Assist with car and motorcycle entries, passing out programs, security sites, etc.

Shift 5:
10:00am-3:00pm

Volunteer Need:
Assist serving food at the Concours d’ Gourmet tent

Volunteer need:
We need 4 volunteers to drive golf carts around show field for handicapped guests
INSIDE ACCOUNT REPRESENTATIVE

Summary:
Super Fan Sports Fundraising, a national company based in South Florida, is seeking highly motivated inside account representatives to join our team of sales professionals. The primary responsibility of the individual in this role is to utilize lead lists that are provided, make calls and establish contact with the fundraising chairperson, articulate the benefits of the Super Fan product line, close the deal, follow through with all steps of the fundraising event and maintain a consistent and productive relationship with your client base throughout the year. The goal of the Account Representative will be to build a pipeline of repeat sales for each season.

Responsibilities:
- Business to Consumer (B2C) telephone sales.
- Convert call list leads into sales by contacting potential customers, identifying key decision makers, building rapport, selling Super Fan’s values, providing superior customer service, and following up appropriately.
- Use a consultative sales approach to develop & prosper business relationships.
- Lead the customer through the process of successful fundraising.
- Troubleshoot issues and provide solutions to the customer.
- Maintain data on all sales calls and client communication.
- Demonstrate superior product knowledge and keep current with product/program changes.
- Build, develop, maintain profitable sales pipeline.
- Sell in a manner that assists the customer in making good decisions, and brings profitability to the company.

The Successful Candidate Will Demonstrate The Following Abilities:
- *Precision to win*: Thrives in a competitive environment, does what it takes to be a leader.
- *Communication*: Must have strong interpersonal skills, and the ability to establish, develop and maintain client relationships.
- *Resourcefulness*: Able to find and offer solutions and deliver results within a fast paced, entrepreneurial culture.
- *Motivated*: Able to work independently and possess a “sense of urgency” to ensure deadlines are met.

Position Requirements:
- Excellent verbal and written communication skills as well as superior listening skills.
- Computer/technical skills — Microsoft Excel, Word, Outlook, etc.
- Ability to research problems utilizing available resources.
- Follows directions and adapts to a fast paced sales environment.
- Sports experience and/or a level of comfort and enjoyment within the sports industry.
- Understanding and comfortableness with social media – Facebook, Twitter, etc.
- Bachelor’s degree preferred.
- Relevant sales experience is a plus.

Salary Opportunity:
- Target performance at 60 days for average producers will be on track for $25,000 annualized earnings
- Target performance at 90 days for average producers will be on track for $50,000 annualized earnings
- Target performance at 180 days for solid producers will be on track for $75,000+ annualized earnings

About Super Fan Sports Fundraising:
Super Fan Sports Fundraising, LLC (SF) was founded on the principles of offering sports organizations and nonprofit groups quality and authentic licensed sports merchandise at a competitive price for use in product fundraising. The goal of Super Fan is to provide unique fundraising programs offering a wide variety of premium licensed products, including professional (NFL, MLB, NBA, NHL) and collegiate (NCAA). The objective is to become a leader in the $4 billion product fundraising industry, providing millions of dollars to assist local schools, athletic organizations and charitable groups, utilizing a national sales force in every major sports market in the country.

510 Shotgun Road, Suite 160, Sunrise, FL 33326
Phone: 855-602-7190  Fax: 954-566-5147  Email: info@superfansportsfundraising.com
www.supernfansportsfundraising.com
INTERNS WILL BE NEEDED THE WINTER AND SUMMER 2015 VOLUNTEER OPPORTUNITIES TOO!

JCC Maccabi Games® & ArtsFest®
August 9-14, 2015
Proudly Hosted by the David Posnack JCC

JCC Maccabi Games®
The JCC Maccabi Games® are an Olympic-style sporting competition held each summer in North America & the second largest organized sports program for Jewish teens (ages 13-16) in the world. This week-long, multi-sport & cultural event will utilize venues throughout Broward County & feature competitions in various sports such as baseball, basketball, soccer, lacrosse, softball, swim, tennis, dance, bowling & volleyball. In addition to competitive events, the teens also enjoy many fun social experiences. They attend barbecues, dance parties & visit local attractions. Athletes learn the value of teamwork, integrity, cultural pride, & community service, while expanding an appreciation of Jewish values, enriching their Jewish identities & building lifelong friendships.

JCC Maccabi ArtsFest®
ArtsFest® is a unique program for creative Jewish teens (ages 13-17) who have a strong interest in the arts. The program aims to inspire participants and develops their individuality through a dynamic combination of workshops, performance, exhibition, community service, and social activities. Specialties offered include: Rock Band, Visual Arts, Sports Broadcasting, Artistic Dance, Musical Theater, Jazz, Acting Improvisation, Vocal Performance, and Culinary. The ArtsFest® experience includes opportunities for participants to expand their knowledge of Jewish heritage, enrich their Jewish identities & develop lifelong friendships.

JCC Cares Community Service
The JCC Cares program allows athletes & artists to participate in a hands-on service project to give back to their host community in a meaningful way. The basic American concept of community service is closely tied to the fundamental Jewish value of Tikkun Olam (repairing the world), which obligates us to make a difference in the lives of others who may be less fortunate than ourselves.
Get Involved
Support the JCC Maccabi Games® & ArtsFest® in 2015!

SPONSOR
Become part of the Team by providing financial support, which will generate excellent exposure for your company to the thousands of people directly involved in the event, as well as the thousands more reached through the supporting marketing efforts. A variety of sponsorships are available at various levels of commitment.

PROVIDE
In-kind gifts, deeply discounted products & services, & other donated items are instrumental to the success of the JCC Maccabi Games® & ArtsFest®.

VOLUNTEER
More than 1,000 volunteers are needed to help plan & facilitate the 2015 Broward County JCC Maccabi Games® & ArtsFest®. Volunteers do not need to be Jewish. To become a volunteer, visit www.dpjcc.org/maccabivolunteers

HOST
Local Jewish host families are needed to open their homes to a minimum of two visiting athletes or artists. This is a unique opportunity to develop a special relationship with the participants on a personal level that often lasts years beyond the event. To become a host family, visit www.dpjcc.org/maccabihousing

For more information about how to get involved please visit www.fortlauderdalemaccabi.com or contact Barry Schumer, JCC Maccabi Games® Director, at 954-434-0499, ext. 348.

954-434-0499, ext. 348 • www.fortlauderdalemaccabi.com • browardmaccabi@dpjcc.org
David Posnack Jewish Community Center • 5850 S. Pine Island Road • Davie, FL 33328
LANDING A JOB
REQUIRES “DETECTIVE” WORK!

Recently several students have approached me about finding a job either as a recent graduate or as a soon-to-be graduate. My advice is that you need to do research just like a detective. So last Sunday I was happy to see an article in the “Sun Sentinel” regarding the importance of research including a bold comment: **How to play detective!**

Abby M. Locke, master resume write and personal brand strategist for Premier Writing Solutions in Seattle, offered these suggestions:

- Review the company’s website
- Read press releases
- Pay attention to industry publications
- Use Google alerts to stay on top of current company trends
- Do an informational interview with past or current employees
- Talk to a rep at a career fair or trade show
- Follow decision-makers on Twitter
- Use LinkedIn groups and other online social media tools

And here’s one from me: Read the NSU Sport and Recreation Management Newsletter.

Good luck, Professor Olson
NSU Wellness Presents the Annual...

Wellness Day
Be well + Stay Well

Wednesday
February 12th, 2014

11:30-1:00pm
Alvin Sherman Quad

EXPLORE THE SIX DIMENSIONS OF WELLNESS
ENJOY HEALTHY FOOD
NSU Employees: WEAR YOUR SNEAKERS TO WORK!

YOU! are the missing piece

WIN PRIZES!

For more information, call (954)262-7018 or e-mail pmarcela@nova.edu