WINTER INTERNSHIPS
If you plan to register for a practicum or internship for the Winter Semester, now is the time to confirm your plans with Professor Olson. She can help you find an opportunity which fits your needs in terms of where and how the experience will improve your chances of landing a job! Those who gain practical experience during college are more likely to obtain employment upon graduation. Registration starts October 22. That’s less than two weeks from now! In order to register, you must first have her approval. Take advantage of the many opportunities waiting for you!

SAVE THE DATE!
Join us for the Second Annual SPT Night at the UC when the Women’s and Men’s Basketball Teams host Eckerd College on Wednesday, February 6, 2013.

FORMER STUDENT IS AN INTERN FOR THE HEISMAN TROPHY TRUST
Congratulations to Brittany Judson who is now a grad student at NYU. She recently reported that she is an intern for the Heisman Trophy Trust to work Events specifically their Dinner Gala.

SEND US YOUR NEWS!
OPPORTUNITIES

SUPER FAN
SPORTS FUNDRAISING

INSIDE ACCOUNT REPRESENTATIVE

About Super Fan Sports Fundraising: Super Fan Sports Fundraising, LLC (SF3) was founded on the principles of offering charitable and nonprofit groups quality and authentic licensed sports merchandise for use in product fundraising. The goal of SF3 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 sport market in the country.

Summary: Super Fan Sports Fundraising is seeking highly motivated inside account representatives in the South Florida area 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 into sales by contacting potential customers, identifying key decision makers, building rapport, selling Super Fan’s value, 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 and 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:
- Passion 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.
  - Proven Track Record: A proven successful career history in providing exceptional service, executing efficiently, and focusing on specific goals in a team environment.
  - 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 comfortable with social media – Facebook, Twitter, etc.
- Bachelor’s degree preferred.
- Relevant sales experience is a plus.

Salary Opportunity:
- Draw tied to commission based compensation with Monthly performance goals.
- Target performance at 90 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.

510 Shotgun Road, Suite 160, Sunrise, FL 33326
Phone: 855-602-7990  Fax: 954-596-5147  Email: info@superfansportsfundraising.com
www.supernairsportsfundraising.com
Marlena Hall, Director of Sports Marketing for the Delray Beach International Tennis Championships is looking for volunteers (youthful and active college students) and girls 18 and older to be part of the tournament’s promotional team which performs tasteful dances on the Stadium Court and acts as ambassadors for the event. The promotional team positions are paid. Marlena also coaches tennis at Broward College and is looking for an assistant (see next page). If you are interested in any of these positions, contact Professor Olson.
SEEKING: Assistant Coach for Broward College Women’s Tennis program

WHAT: 2012-2013 Broward College Women’s Tennis ASSISTANT TENNIS COACH

➢ We’re looking for either a male or female tennis coach who is experienced with the sport and competition. When seeking coaches for our program we’re looking for responsible, honest, trustworthy and confident mentors who can positively impact a group of young student-athletes.

WHERE: Broward College – A. Hugh Adams Central Campus tennis courts (across the street)

HOURS: Must be able to work [at minimum] some weekday mornings (Tuesday and Thursdays) and some weekend mornings. Each practice averages 2 – 3.5 hours.

CONTACT: All interested prospects can contact Head Coach, Marlena Hall either by phone 954-663-6633 or email mhall2@broward.edu.

ABOUT: Our women’s tennis team, currently ranked #5 in the country and reigning State Finalist, has won four National Championships. We look forward to continuing a winning legacy that has defined their ‘dynasty’ status within the Florida College System Activities Association (FCSAA). We look forward to a tough yet rewarding season ahead.

Let’s go, SEAHAWKS!

Official Athletics Website: www.broward.edu/athletics/  Official Facebook Page: www.facebook.com/BCAthletics
FREE WEEK AT THE RecPlex
October 14-20

The RecPlex is open to all NSU faculty, staff, alumni, and their families, to try out free for one week. Families of NSU students are also welcome.

Sign up for a membership during FREE WEEK, and make no payments until November 1.

For more information, contact the RecPlex at recwell@nova.edu or (954) 262-7323, or visit our Web site at www.rec.nova.edu.
Find us on Facebook at NSU RecPlex.
Zumba to End Abuse!

FAU Davie and Broward College Central Campus are proud to sponsor an attempt to break the Guinness World Record for the largest Zumba class on a college campus. This event is being held to raise awareness and funds for domestic violence and will support the College Brides Walk (www.collegebrideswalk.com) and No More Tears (www.nmtproject.org).

Saturday, October 13th, 2012
10am -2pm
BC/FAU Davie Campus Baseball Field
Free for college and high school students with a valid school ID; $5 for general public.

Space is limited—Get your tickets today!

Ticket Information for Students:
FAU: Davie Student Union, Rm. 203 or contact 954-236-1219 or ffrrage@fau.edu.
BC: Bldg. 19, Rm. 106 or contact 954-201-6328 or dhargis@broward.edu.
NSU: Contact 954-262-8707 or fcandy@nova.edu.
Barry University: Lehman 310 or contact 305-899-3412 or ffinley@mail.barry.edu.
Lynn University: E.M. Lynn Residence Center or contact 561-237-7955 or cmuriel@lynn.edu.

General Public Ticket Information:
Tickets for the general public are available at the above locations.
Limited tickets will be available the day of the event.

For more information about this event please visit www.collegebrideswalk.com.

Individuals with disabilities may request reasonable accommodations by contacting Student Involvement and Leadership at (954) 236-1219.
DOLPHINS SPECIAL TEAMS NEEDS YOU!

The Dolphins Cycling Challenge is November 4, 2012 and this year there is a water stop at the Dolphins Training Camp. Dolphins Special Teams needs volunteers from 8 am to 2 pm at this station. Here’s a great opportunity for our students to help a great cause and get some volunteer experience. If you are interested, contact Professor Olson or Leslie Nixon, Miami Dolphins Manager of Volunteer Programs. Her email is lnixon@dolphins.com or call (305) 943-6786.
Tampa Bay Lightning Internship Fair

The Tampa Bay Lightning, Tampa Bay Storm, and Tampa Bay Times Forum invite you to attend our Spring Semester Internship Fair on October 17, 2012. It will be held at the Tampa Bay Times Forum from 10:00 a.m. to 2:00 p.m. in the Firestick Grill restaurant. The Internship Fair will give students the opportunity to meet and interview with various hiring managers and is an excellent networking opportunity. Come join us as we host our Spring Semester Internship Fair at one of the world’s premier venues in sports and entertainment.

Requirements:
- Students must be a current Junior or Senior enrolled at a college or university and receive academic credit for the internship (documentation must be provided)
- Students must be authorized to work in the USA
- Cover Letter
- Resume

Additional Facts:
- Applicants are being considered for Spring 2013
- Internships are available on a Full-Time or Part-Time basis
- There are a limited number of positions
- All students are expected to have a working knowledge of Microsoft Word, Excel, and PowerPoint

Internship Departments:
- Accounting
- Broadcasting
- Client Services
- Community Relations
- Corporate Hospitality
- Corporate Sales and Partnership
- Creative Marketing
- Corporate Sales/Inside Sales
- Event Coordination
- Event Marketing
- Event Operations
- Event Production/Lightning Vision
- Group Sales
- Human Resources
- Public Relations
- Sponsorship and Activation
- Sports Marketing
- Tampa Bay Storm
- Ticket Office
- Youth Hockey

Registration is a 2-Step Process:

Step 1: Apply for this opportunity on Teamwork Online and complete the application, including uploading your Cover Letter and Resume. Step 2: After completing Step 1, you will receive further instructions on how to RSVP for this event.

If you have any questions, please contact Brianna at 813.301.6550.
Become a personal trainer.

SIGN UP TODAY at www.acsm.org/register
and get prepared for the American College of Sports Medicine Certification Exam.

ACSM Certification Workshop
in the Rosenthal Student Center, Room 218

October 19  1:00 p.m.–9:30 p.m.
October 20  8:00 a.m.–5:30 p.m.
* October 21  9:00 a.m.–4:00 p.m.

COST: $375 for a three-day workshop.
*One-day refresher course also available.

For more information, contact Marcela Sandigo at (954) 262-7018 or pmarcela@nova.edu.
Location: Marlins Park
501 Marlins Way
Miami, FL 33125

- Parking will be complimentary in the Third Base Garage (NW 7th St & 14th Ave)
- Enter the Job Fair through the Home Plate Entrance
- Internship positions listed below are the ONLY positions being offered at this Job Fair
- Business Attire REQUIRED

Dates/Times: Wednesday, October 24, 2012 from 1:00 PM – 5:00 PM
Thursday, October 25, 2012 from 9:00 AM – 1:00 PM

Come and join the Marlins!
We have the following positions available, beginning January 2013:

Internships

Require Full-Time hours in addition to game day responsibilities. All Internships are Paid Positions.

Accounting
Audio/Video Technical
Ballpark Operations
Baseball Operations
Broadcasting
Community Outreach
Corporate Partnerships
Digital & Social Media
Facilities & Engineering
Information Technology

Marketing & Promotions
Marlins Foundation
Media Relations & Communications
Parking & Guest Services
Retail Operations
Sales & Customer Service
Ticket Operations
Turf Management
Video Production

If you are looking for a great way to get started in the business world of Professional Sports & Entertainment or Major League Baseball in particular, the Marlins Internship Job Fair is for you. Please visit www.marlins.com/jobfair to apply. We hope to see you there!
The Annual NSU Shark Shuffle 5K Run/Walk
Sunday, October 14, 2012
Raising Dollars for Active Scholars
NOVA Southeastern University