**Agricultural Sales**

**Career Development Event**

 **Chairperson Information *Update May 2024***

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| **CDE Chairperson(s)** | Stephen Geib (Elizabethtown) |
| **Email** | stephen\_geib@etownschools.org |
| **Best Contact Number** | 717.875.9260 |
| **Contest Date/Times** | Tuesday 1-3 PM Wednesday 9 AM until finished (usually by 1 pm) |
| **Contest Location** |  |
| **CDE Review Time** |  |
| **CDE Review Location** |  |

***Basic CDE Guidelines***

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| **Event Type**Individual and/or Team:Team of 4 plus 3 individuals.7 total maximum attendance | **4 Team Members required**No dropped scores |
| Individual Event Materials List1” Binder with Product InformationPencil or PenCalculator | Team Event Materials List1” Binder with Product InformationPencil or PenCalculator |
| AttireOfficial dress both days | CDE At-A-Glance (List of major components)Part I: Written ExamPart II: Team ActivityPart III: Individual Sales CallPart IV: Customer Service Call (NEW) |
| Pre-State CDE Expectations* Study the product BEFORE coming to the contest and prepare a 1” sales binder with product information. More specific guidelines are posted [here](https://paffa.org/Competitive-Events).
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| CDE Changes from Previous Years?* New product each year
* Product(s) will relate to one of the AFNR career pathways
* NEW Customer Service Call add to the contest
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***CDE Rules***

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| **CDE Component** | **Points** | **Component Description** |
| Written Exam | 120 points per individual | Students complete a 30-question exam about general sales skills and the current year’s product.  |
| Team Activity  | 175 points per team | Students work as a team to complete a per call plan for a given customer scenario.  |
| Individual Sales Call | 150 points per individual | Students directly sell the assigned product to a judge acting as a customer. |
| Customer Service Call | 70 points per individual | Students interact with a customer (judge) who has a question or problem about a product they purchased.  |
| **Causes for Disqualification:** cheating, cell phone use |
| **Individual Tie-Breaker:** Written Exam (1), Individual Sales Call (2), Customer Service Call (3) and Team Activity (4)**Team Tie-Breaker:** Written Exam Total (1), Team Activity (2), Individual Sales Call Total (3) and Customer Service Call Total (4) |

***Resources***

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| [Written Exam Test Bank Questions](https://ffa.app.box.com/s/a5dkpp2007k9rpaolzhv5xg6o852d04i/folder/50518217987)[National FFA Ag Sales CDE Handbook](https://ffa.app.box.com/s/jraa5i7wdf9r16dubvl911eb9gt018dw) |