

News Release

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CPS Launches Monthly Sales Gathering Program

(Kennesaw, GA) Oct, 2005—Nearly thirty sales students took part in the inaugural Center for Professional Selling (CPS) Monthly Sales Gathering, held in October. Students ate pizza, watched the sales-themed movie “Tommy Boy” and participated in a sales-related discussion.

“The first movie night proved to be a great venue to have an open and candid discussion about selling, and it brought up a number of ‘dos and don’ts’ of successful selling,” said Dr. Terry Loe, Director of the CPS.

The CPS at the Coles College of Business is launching an on-going series of Monthly Sales Gathering events. Each month, corporate professionals, sales faculty and sales students will receive an invitation to events, such as movie nights, seminars, facility tours or golf outings. The events offer professional sales majors an opportunity to network with professionals in the sales field, faculty members and fellow students.

“The Monthly Sales Gatherings provide a fun venue for additional learning outside of the classroom, getting to know our students better, and allowing executive partners to share their accumulated knowledge,” said Dr. Scott Widmier, Associate Director of the CPS. “All events are designed to provide students with knowledge and experience to help them in their careers.”

The next Monthly Sales Gathering will be a golf outing, held November 18 (time and location to be announced). Students can call the CPS at 770-423-6969 for additional information.

“The sales gathering is a good chance to meet other sales students, along with some of the professors in our program,” said Anthony Bucci, KSU student, “I’m looking forward to next month’s event.”

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About the Center for Professional Selling

The Center for Professional Selling (CPS) was established at the Coles College of Business at Kennesaw State University in 2003. It is one of the premier educational facilities in the nation that offers training in professional selling. The CPS is committed to enhancing the practice and professionalism of selling and sales management careers by educating future sales professionals, forging partnerships between the academic world and the business community and conducting research in the areas of selling and sales management. For more information, please visit the CPS Web site at: <http://coles.kennesaw.edu/selling/> .