

Wild-Card Round Rubric
Cold - Call

Please provide a score from 1-10 (10 being excellent) in each column category. Total the scores for each competitor in the last column and circle the highest total score. If there is a tie, please select the student with the best overall delivery, in your opinion.

	Professional introduction	Built rapport	Product presentation	Overcame objections	Gained commitment for face-to-face meeting	TOTAL (50pts)
Name 1						
Name 2						
Name 3						
Name 4						
Name 5						
Name 6						
Name 7						
Name 8						

Name 9						
Name 10						