



Sales Education Foundation

Elevating the Sales Profession Through University Education

SEF Barbara Giamanco Memorial Scholarship Fund Application

The SEF Barbara Giamanco Memorial Scholarship Program has been made available through a partnership with the many friends of Barbara Giamanco and the Sales Education Foundation. Please complete all requested information and answer the two questions below.

Deadline: November 20, 2020

Available: \$1,000.00 scholarship annually. The Scholarship will be paid in one installment to the recipient(s) institution and can be applied toward tuition and books.

Eligibility: Applicant must be a female student currently enrolled in an accredited university. Applicants must be pursuing a course of study in Professional Sales/Selling. Preference will be given to a student who has completed at least two courses in Professional Sales/Selling, has competed in a sales competition and/or is a member of a sales club. Applicant must be a U.S. resident.

Required Application Background Information

Student Name:

University Name:

Email address:

Street Address:

State:

Zip:

City:

Phone number:

Required Additional Application Documentation

Please include the following documentation:

- Your resume
- Your current University Transcript

Please respond to both of the following two questions (maximum of 250 words per answer). Your responses should be typed and sent in a separate document with this application form and required documentation to complete the application process. Answers should **not** be included as part of your email.

1. Tell us how your university sales education experience has given you a new outlook on professional selling/sales.
2. Please respond to **one** of the following two statements:
 - a. Describe an experience where you changed someone's mind.
 - b. Tell us about a person who has had significant influence on you and why.

Please send completed application form and documentation to Marty Holmes, SEF Associate Director, marty@salesfoundation.org, no later than the application deadline of November 20, 2020. Recipients will be notified by email. For questions about the scholarship or this application, please email info@salesfoundation.org.

Thank you for your interest in applying for the SEF Barbara Giamanco Memorial Scholarship Fund.