



# Sales Education Foundation

Elevating the Sales Profession Through University Education

## 2021 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: October 27, 2021**

**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:

City:

State:

Zip:

Phone number:

### REQUIRED Additional Application Documentation

Please include the following documentation:

- Your resume
- Your current University Transcript

### OPTIONAL Application Information

Are you a first generation college student (please circle your answer):    Yes    No

**REQUIRED: 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.

**IMPORTANT: Please be sure you have provided all the information requested.**

**Please send completed application form and documentation to Marty Holmes, SEF Associate Director, [marty@salesfoundation.org](mailto:marty@salesfoundation.org), no later than the application deadline of October 27, 2021.**

Recipients will be notified by email. For questions about the scholarship or this application, please email [info@salesfoundation.org](mailto:info@salesfoundation.org).

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

**2021 SEF BARBARA GIAMANCO MEMORIAL SCHOLARSHIP FUND APPLICATION**