

**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 | <b>TOTAL (50pts)</b> |
|--------|---------------------------|---------------|----------------------|---------------------|--------------------------------------------|----------------------|
| Name 1 |                           |               |                      |                     |                                            |                      |
| Name 2 |                           |               |                      |                     |                                            |                      |
| Name 3 |                           |               |                      |                     |                                            |                      |
| Name 4 |                           |               |                      |                     |                                            |                      |
| Name 5 |                           |               |                      |                     |                                            |                      |
| Name 6 |                           |               |                      |                     |                                            |                      |
| Name 7 |                           |               |                      |                     |                                            |                      |
| Name 8 |                           |               |                      |                     |                                            |                      |

|         |  |  |  |  |  |  |
|---------|--|--|--|--|--|--|
| Name 9  |  |  |  |  |  |  |
| Name 10 |  |  |  |  |  |  |