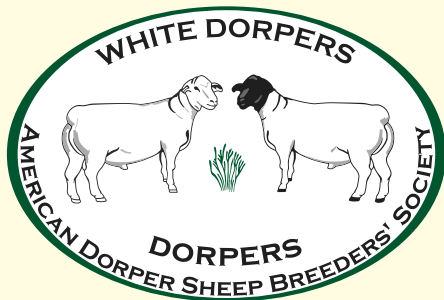


YOUTH *in Duncan, OK*



Sales Pitch



The American Dorper Sheep Youth Breeder's Society will host a sales pitch during the Mid-American and National Show & Sale in Duncan, Oklahoma. The objective of this competition is to sell a ewe or ram to a panel of judges (buyers). Emphasis will be placed on communication skills and negotiation skills to settle on a price that is satisfactory to both the seller and buyers. The price should be reflective of the current market.

Sales Pitch Rules

1. Competitors must sign up prior to or during the registration period. The contest will run alongside the open breeding show on Friday, April 19 from noon – 5:00 pm. There will not be any order; however, competitors are encouraged to participate when they do not have any livestock in the showing.
2. Each seller must bring an animal to the sales pitch. Another youth member can hold the animal, but it must be haltered. Each seller must bring 3 copies of the registration papers. The seller can have a copy of the registration paper as well, but as the age divisions progress reliance on them will result in lost points.
3. The sales pitch must be a minimum of 5 minutes and a maximum of 8 minutes. Points will be deducted if the time limit is not adhered to.
4. The objective is to sell their animal to the judges. The following topics should be discussed: (a) pedigree information, (b) performance information, and (c) visual characteristics. Other information can be included.
5. Animals are not to be groomed but need to be clean and haltered. Registration papers do not need to match the animal. Three copies of the papers need to be provided to the judges. Important: If a youth competitor does not own an animal at the show, they may borrow an animal if they can sell it within the competition rules.
6. Points will be awarded as follows:
 - a. Effectiveness of the introduction
 - b. Ability to Communicate
 - c. Total Effectiveness
 - d. Knowledge of the animal and pedigree
7. Judging will be by a three-member panel of judges based on 50 points from each judge. The contest official will inform the judges if any points need to be deducted for time violations. Each judge shall total their score and rank the contestants in numerical order based on their score. (Highest score first, lowest score last)

The rankings, not the score, of the three judges shall be added for each team, and the final placings determined by the lowest composite rankings. Actual scores will only be used to break ties. In the event that participants are still tied, they will be named co-winners, and two awards will be given to that placing and none given to the following placing.