

# Streets University Point System [Success-O-Meter]



**Calling to setup the interview - 5**

**Being on-time and dressed appropriately - 10**

**Firm handshake & introducing yourself - 10**

(includes being courteous at all times)

**Presenting what you are learning in the program - 10**

To build websites using Wordpress

The basics of website code such as HTML & CSS

(by using [codeacademy.com](http://codeacademy.com) and stating what program languages they have learned so far and/or about their progress)

The concepts of salesmanship

To better communicate with business owners, adults & peers



**Presenting what the business will get for sponsoring you in the program - 10**

Listing in our online directory

(with logo, text, Google Map, contact info, keywords/5 categories)

Listing guarantees to increase listing rank on Google for location/product-based search

Business profile shared on Facebook, Twitter, LinkedIn accounts

Sharing of business related post on KansasSmallBiz Facebook page that show up in students feed\*

The chance to support another young person doing something positive in the community

**Answering questions with confidence - 15**

Questions about what they are doing

What they are learning, and have learned so far

Questions about other Streets U activities

(field trips, guest speakers, special projects, etc)

**Asking appropriate questions - 15**

Questions about the business, business owner, product or service, industry, etc

**Asking if the business owner will be your sponsor - 10**

Explaining what time commitments, other requests, etc could be expected

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## **Making an appropriate exit - 5**

Thanking owner for their time

Asking business owner if they will complete an evaluation to help them better their presentation

Asking the business owner for a referral to another business they know

**Handshake**

**Total Points: 85**

**####**

Based on the premise that as each of these steps are done to the best of a students ability, the probability of getting a business to signup as their sponsor realistically increases?

Doing well on these specific areas (at least reaching over a 59% rating) is like winning half of the battle.

The rest of victory is now within your reach and basically determined on a students technique & ability to closing the deal.

[www.streetsuniversity.org](http://www.streetsuniversity.org)