

Juniors Gain Marketing Edge

Nineteen teams from 12 states entered this year's team sales contest. The team's objective was to market their animal to the three mock buyers who serve as judges of the competition.

Participants are divided into junior, intermediate and senior divisions. The senior teams were given a scenario on the day of registration and were required to find an animal with a pedigree to match the scenario.

Teams were scored on presentation, cattle knowledge and salesmanship. The three-member teams were evaluated on their response to questions from the judges.



Georgia junior Angus members placing first in the junior division pictured (l to r) are: **Kathryn Jones**, West Point, and **Whitney Daniel**, Colbert Not pictured is **Casey Wilkins**, Jefferson.



Georgia Angus members placing first in the intermediate division pictured (l to r) are: **Rachel Postin Stephens**; **Carole Hicks**, Statesboro; and **Todd Alford** Danielsville.



Alabama members placing first in the senior division pictured (l to r) are: **George Richburg**, Auburn; **John Maples**, Waverly; and **Miranda Harris**, Cullman.



Georgia juniors try to persuade the judges to buy their heifer.