



2020-21 Recap

www.teamworkonline.com/pages/teamwork-u

TeamWork U Schools



New TeamWork U Schools



Laurentian University
Université Laurentienne



 VCU Center for Sport Leadership

Professor Quotes

“Thanks very much for all of the incredible advice you gave to our students today. It is always so great to have your expertise and your energy “in the room”. We look forward to having you again in class in the spring.”
- Marybeth Lennox-Levins, Associate Professor, Health, Human Movement and Sport, Castleton University



“Thank you for your dazzling facilitation of this amazing panel of industry leaders. We have heard such great feedback from students and faculty. This was a HIT! Our goal in EE&CS is to seize this momentum with students so they take full advantage of all that TeamWork U has to offer.” - Sheri Young, Dean, Experiential Education & Career Services, Johnson & Wales University



“I am amazed at how TeamWork has evolved. I am convinced our partnership is a vital component to our student's professional success.” - Jay Jisha, University of Tampa



“Many thanks for firing up our students last night at Davenport University. I received one email from a student today who apologized for not saying much last night. "I was too busy taking notes on everything Buffy suggested. She was great". The students value and internalize advice when it comes from an enthusiastic industry professional with a substantial network like yours.” - Don Luy, Davenport University

“A belated thank you for your help in arranging such a great info session for our students on Friday. Loved your story about your background and then your go get em" speech at the end was so energizing. Your energy and enthusiasm for our partnership and our relationship came through loud and clear.”
- Bess Brodsky, Columbia University



Recap Statistics

TeamWork U Schools in 2020-21: **49**

Students participated in TeamWork U Program: **14,688**

TeamWork U Schools saved \$482,040 with TeamWork U Benefits

Highest # Increase of Students

- University of South Carolina: +193
- SUNY Cortland: +150
- University of Massachusetts Amherst: +112
- Indiana University: +107
- Miami University: +98
- Syracuse University: +72

Most MVP Access Upgrades

- Temple University: 54
- Indiana University: 41
- University of South Carolina: 36
- Columbia University: 33
- Michigan State University: 33
- University of Iowa: 31

Highest % Increase of Students

- SUNY Cortland: +312.5%
- Western Carolina University: +220.7%
- Syracuse University: +189.5%
- John Carroll University: +159.0%
- Davenport University: +92.3%
- Baldwin Wallace University: +84.2%

Highest % MVP Access Users/Students

- Alfred State College: 31.8%
- University of San Francisco: 18.4%
- Columbia University: 17.9%
- University of Mount Union: 17.5%
- Syracuse University: 15.5%
- Castleton University: 13.7%

TOP 10 INCREASES IN STUDENT PARTICIPATION

University of South Carolina

193

SUNY Cortland

150

University of Massachusetts

112

Indiana University

107

Miami University (OH)

98

Syracuse University

72

Western Carolina University

64

University of Tampa

63

John Carroll University

62

Michigan State University

49

0

50

100

150

200

TeamWork U Zoom & Video Calls

- Schools Participated in Skype/ZOOM Sessions: **29**
- Total Amount of Skype/ZOOM Sessions: **55**

Most Skype Calls:

- **11** - University of Tampa
- **5** - SUNY Cortland
- **3** - Indiana University
- **2** - John Carroll University, Cal U of PA, Ball State University, Castleton University, Temple University, Syracuse University

Thank You to the following Professors & Career Services teams for hosting a Zoom/Video Call with Buffy and TeamWork Online:

Robert Turick & Mike Dalgety (BSU), Adam Pfleegor (Belmont), Laura Miller (Cal U), Shawn O'Rourke & Tim Seil (Canisius), Marybeth Lennox-Levins (Castleton), David Perricone (Centenary), Bess Brodsky (Columbia), Eric Cross & Don Luy (Davenport), Lisa Delpy Neirotti (GWU), Anna Jensen & Packy Moran (Iowa), Nathaniel Grow & Jayma Meyer (IU), Soojin Kim (Kutztown), Bryan Beigie (JCU), Donna Remington, Sondra McRae & Sheri Young (JWU), Steve DeLay (JWU Charlotte), Andrew Dale (Laurentian), Vicky Martin (Liberty), Sam Morris (Miami), Joseph Pederson (Samford), Ashley Sloper (USF), Maylon Hanold (Seattle), Lawrence Brady (SUNY Cortland), Nicole Cost Imbrogo (Syracuse), Michael Flynn & Jay Jisha (Tampa), Amanda Voit (Temple), Ashley Turner & Scott Bukstein (UCF), Emily Must (UMASS), Molly Sauder (York College)

Buffy speaking with Indiana University students at the Kelley Sports Industry Workshop



Buffy speaking to University of Tampa classroom



Student Ambassadors

% of Schools with a Student Ambassador: **86.9%**

Total Amount of Student Ambassadors: **49**

Student Ambassadors in 2020-21:

- Evan Anderson
- Morgan Antonazzo
- Dan Aronowitz
- Alex Ballistreri
- Tirth Barot
- Samuel Barton
- Joshua Borges
- Danika Brandt
- Ben Broscheid
- Alec Broscheid
- Braden Buerk
- Zachary Cannon
- Anne Carberry
- Kelsey Chapman
- Lauren Deaton
- Travis Downing
- Azonte Duncan
- Katie Feeny
- Connor Haines
- Patrick Hansen
- Connor Howard
- Logan Kemp
- Ryan Long
- Mark Long
- Bethany Luke
- Justin Merkle
- Peter McElmeel
- Margaret McNamara
- Danielle Moore
- Sara Moores
- Maxwell Nauta
- Dawn Ng
- Celia Oswitch
- Blake Parry
- Alex Polatajko
- Christopher Rini
- Holly Rogers
- Kyle Rubin
- Tanner Sands
- Will Schiller
- Angeline Seames
- Maddy Sells
- Erinn Stenman-Fahey
- Mosie Taggart
- Caleb Tichon
- Cole Single
- Takoda Sitar
- Christopher Sprenkle
- Trevor Staub

T CONNOR HOWARD



A RISING JUNIOR AT SYRACUSE UNIVERSITY, CURRENTLY STUDYING SPORT MANAGEMENT WITH A MINOR IN SPORT ANALYTICS, CONNOR IS A COMMITTEE ADVISOR FOR THE FOOTBALL & BASEBALL MANAGEMENT CLUB CHARITY SPORTS EVENT AND HAS HELPED THE XFL ON A SPECIAL PROJECT THAT LED TO SOME NEW RULES, SUCH AS A FASTER PLAY CLOCK.

“MY FAVORITE PART ABOUT THE TEAMWORKU PROGRAM IS THE WEEKLY NEWSLETTER SENT OUT TO STUDENTS CONTAINING VALUABLE ADVICE FROM PROFESSIONALS ON HOW ONE CAN BREAK INTO THE INDUSTRY.”



ANGELINE SEAMES




MASTER OF SPORT ADMINISTRATION DEGREE

GRADUATE ASSISTANT OF FAN DEVELOPMENT AND TICKETING FOR BELMONT ATHLETICS

“WHAT ALLOWS THE TEAMWORKU PROGRAM TO BE SUCCESSFUL IS THAT IT CREATES AN OPPORTUNITY FOR STUDENTS TO BE A LEADER/MENTOR TO OTHER STUDENTS WHO ARE JUST AS PASSIONATE ABOUT WORKING IN THE SPORT INDUSTRY. WHILE IT IS IMPORTANT TO NETWORK WITH PROFESSIONALS IN THE INDUSTRY, IT'S IMPORTANT TO NETWORK WITH YOUR PEERS.”



DANIEL ARONOWITZ





BACHELORS DEGREE IN POLITICAL SCIENCE & FORMER BASKETBALL PLAYER - WILLIAMS COLLEGE

WORKED 3 YEARS IN GOVERNMENT AFFAIRS AT HAWTHORNE GARDENING COMPANY

NASHVILLE, SC - SCOUTING DEPARTMENT SUMMER 2021 INTERN

“IT HAS BEEN GRATIFYING TO HELP LIKE-MINDED STUDENTS STRIVE TOWARDS THEIR CAREER GOALS AS WE NAVIGATE THE INDUSTRY TOGETHER.”

KYLE RUBIN



JUNIOR, MAJORING IN MARKETING AND MINORING IN SPORT MARKETING & MANAGEMENT, KELLEY SPORTS INDUSTRY WORKSHOP MEMBER

INTERNSHIP EXPERIENCE WITH THE CINCINNATI REDS AND WESTERN & SOUTHERN OPEN.

“IT IS BEYOND REMARKING TO ACTIVELY ASSIST FELLOW STUDENTS IN FULFILLING THEIR CAREER ASPIRATIONS. I HAVE THE PLEASURE TO INTRODUCE THEM TO A VALUABLE TOOL THAT CAN ENABLE THEM TO ACHIEVE THEIR RESPECTIVE GOALS.”



HOLLY ROGERS



SENIOR

SPORTS MANAGEMENT & MARKETING MAJOR

INTERESTS COLLEGIATE ATHLETICS, FISHING, AND STRAUBING

“MY FAVORITE PART OF TEAMWORKU IS THAT IT'S SUCH A GREAT RESOURCE TO HAVE WHEN YOU ARE TRYING TO GET CONNECTIONS INTO THE FIELD. IT'S A GREAT WAY TO GET YOUR FOOT IN THE DOOR WITH VARIOUS SPORTS PROGRAMS, AND AS A RISING SENIOR WANTING TO WORK IN THE SPORTS FIELD, IT'S EXACTLY WHAT I NEED TO SUCCEED.”



Student Quotes

"I just wanted to say thank you so much for speaking with us! Although we were speaking over zoom, you spoke with so much energy and excitement and it inspired me. A big takeaway I gained was to not be afraid to put myself out there. The great Wayne Gretzky said "You miss 100% of the shots you don't take." I can't wait to grow and learn through this workshop and hopefully land a job in the sports industry upon graduation. Again thank you so much for your time and inviting the other guest speakers as well!"

- Brandon Hamlin, a 2022 Indiana University graduate

Brandon Hamblin

Indiana University Business Class of 2022 | IU Men's Swim Team | athlete mentor | AD's Diversity Council | Player Relations & Brand Management



📍 Indiana University (Bloomington)
2018 - Present

📍 Bloomington · IN

📞 540 · 419 · 7266

✉️ brahambl@iu.edu



MahKaylyn Harden

Highly motivated and passionate full-time Miami University student seeking for internship and career opportunities in the sport industry.



📍 Miami University
2017 - Present

📞 513-227-3509

✉️ hardenmd@miamioh.edu



"I want to give a special thanks to you Buffy, for speaking to my classmates and I on a zoom call today. It was very insightful and inspiring to hear your background and how you found your way into the sports industry. Being a female wanting to pursue a career in this field, I know it will be a lot of hardwork and determination as you mentioned earlier today, but after hearing all your words of wisdom, I am inspired to not only keep pursuing a career in the sports industry, but to also continue researching and networking." - MahKaylyn Harden, a 2021 Miami University graduate

"I actually just signed my offer with Harris Blitzer to be a sales associate! It was between them and the Blue Jackets in the end. I wanted to thank you and the entire Teamwork Online team for putting on the ticket sales career fair. Without that event, I wouldn't have been able to meet all of the great people that I did and some were the ones who offered me a position." - Jared Davis, a 2021 University of Massachusetts graduate

Jared Davis

UMass graduate looking to combine merchandise experience along with time management & organizational skills to excel in a future position.



📍 University of Massachusetts Amherst
2018 - 2021

📞 413 · 654 · 7113

✉️ jared.r.davis88@gmail.com



Lena Soehnle

2022 B.S. Sport Management, B.S. Business Management, HS & Collegiate Alpine Skiing Athlete



📍 Castleton University
2018 - Present

📞 347 · 260 · 2280

✉️ lxs05030@castleton.edu



"Thank you so much for taking your time to show us your amazing program and giving us better insights into all its features. It was so helpful to have you tell us more details about Teamwork and the story behind it and that you walked us through the process of creating a successful profile... Another take-away from this meeting is how I have to describe my experiences in order to make my profile successful and interesting for possible future employers... It was so interesting to get to know the person behind this amazing program and get so much useful information on how to create a successful profile. Again, thank you so much for the great meeting!"

- Lena Soehnle, a 2022 Castleton University graduate

Marketing Promotion

Schools Promoted on TeamWork Online Newsletters + Social Media

Each school below was featured on our MVP + TeamWork U newsletters and promoted on our social media pages, Twitter and LinkedIn

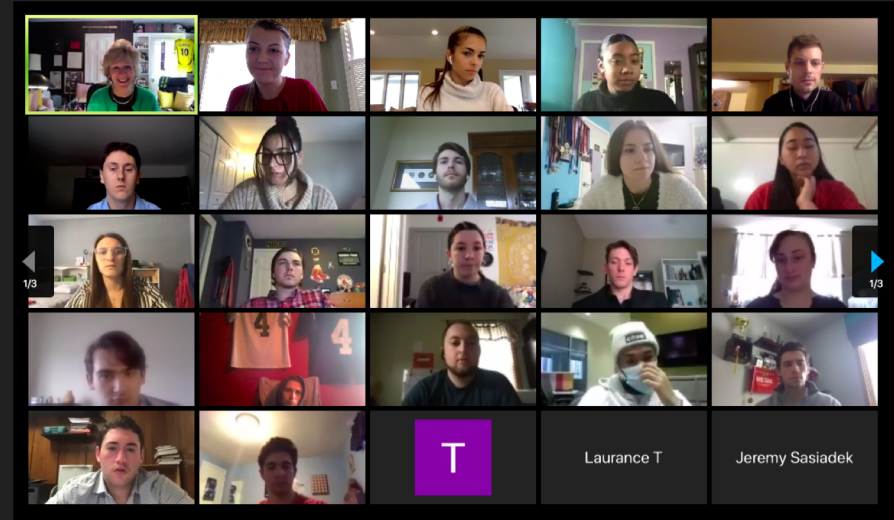


TeamWork U Exclusive Zoom Call

Buffy invited students to join her on a TeamWork U Exclusive: State of the Sports Industry Call in January. As the restrictions were changing and sports were restarting, she knew many would have questions. Nearly 150 students registered to listen to topics such as who is hiring, what's going to be hired first, what's the key to stand out and more.

Students joined from schools such as Miami University (OH), Canisius College, UMASS, Columbia University, University of Iowa, Indiana University, University of South Carolina, Liberty University, Belmont University, Syracuse University, University of Central Missouri, Castleton University and more.

"Thank you so much for hosting the Teamwork U Zoom session on Saturday. I'm just a freshman so it was great to learn about how to stand out and what employers are looking for in the sport industry." - Max Levine, a 2024 University of South Carolina graduate



"I would first like to thank you again for all of the brilliant information that you presented during the presentation. The help of you and others in the industry have greatly benefitted myself as I continue to grow." - William Schaefer, a 2021 University of Central Missouri graduate

Major League Sports Ticket Sales Virtual Career Fair

Career Fair Stats:

- **8 weeks** from first application to kick-off
- **300+ applications** submitted
- **26+** different states represented
- **24+ hours** of video interviews watched
- **250 references** collected & 200 calls were made
- **102 finalists** selected representing 6+ diverse communities
- **40 hires** have already been made (& more to come!)

*“Amazing event last night! The panel was outstanding and the candidates are top notch. The breakout rooms were a blast.” - **Indiana Pacers***

“I will say the level of follow up from these candidates has been very impressive. I appreciate you passing that opportunity along to us – and I look forward to being part of more!”
- **Arizona Coyotes**

Schools represented included:

Ball State University, Canisius College, Columbia University, Davenport University, Indiana University, Ithaca College, Johnson & Wales University, Kent State University, Kutztown University of Pennsylvania, Liberty University, Michigan State University, Robert Morris University, Saint Joseph’s University, Samford University, SUNY Cortland, Syracuse University, Temple University, University of San Francisco, University of Central Florida, University of Iowa, University of Massachusetts, University of Mount Union, University of Oregon, University of South Carolina, University of Tampa, VCU Center for Sport Leadership, and Western Carolina University.

Favorite Sports Management Professor Contest



During the month of May, TeamWork Online wanted to give students a chance to shoutout their sport management professors. We held a Twitter competition where anyone could nominate their favorite sports management professor. Dozens of nominees were submitted! After 2,109 votes were cast, our 2021 winners were decided: Professor Tony Dick (Baldwin Wallace), Dr. Shawn O'Rourke (Canisius College), Dr. Michael Flynn (Tampa), and Dr. Joshua Greer (Bethel). Congratulations!

TeamWork U Benefits Overview

www.teamworkonline.com/pages/teamwork-u

Student Benefits:

- 52 week subscription to the TeamWork Online Weekly Career Coaching Tips (\$30 value/student)
- All students' profiles will be designated with green mortar board to make them stand out.
- Group ticket discounts at our networking events and career fairs.
- \$59.99 waived Upgrade to additional MVP Access benefits including top of the employer inbox, when application reviewed (-\$59.99 Discount)

Teacher Benefits:

- Skype or Zoom call with Buffy
- Student Ambassador to assist professor
- Data report three times a year with the ROI
- Min. one social media post per year marketing our partnership (often we do more, contact us to get yours) = ~\$400/benefit
- Access to library of private YouTube videos between Buffy and leading executives
- An accessible folder of your student's TeamWork Online profiles (ask us if you don't have this)