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STETSON UNIVERSITY

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Two Local Companies Sponsor Stetson Centurion Sales Labs

Partnerships bridge the gap between industry and academia

DELAND, Florida., Oct. 15, 2018 – Stetson University has announced a partnership with two local businesses for sponsorship of the [Centurion Sales Program](#) role-play laboratories on the DeLand campus. [Advanced Recovery Systems](#), a behavioral healthcare management company with offices in Orlando and Ft. Lauderdale, and [Synergy Billing](#), a revenue cycle management firm in Daytona Beach, have each sponsored a sales training lab room.

“We are excited to have Advanced Recovery Systems, a national organization that serves the public, and Synergy Billing, a local company that has achieved great success, as partners, working together to provide students with diverse exposure to multiple industries that value the sales function,” said [John Riggs](#), D.B.A., executive director of the Centurion Sales Program.

Each sales training lab displays the marketing materials of the sponsored company and gives students the opportunity to practice selling within that industry. In addition, members of the leadership teams from the sponsoring companies play an active role in the development and education of the students throughout the semester.

“Advanced Recovery Systems is thrilled to partner with Stetson University to support their educational efforts while furthering skills development and career opportunities for Stetson's outstanding students,” said Allison Walsh, vice president of Business Development, Advanced Recovery Systems. “We hope to offer students a comprehensive understanding of exciting career possibilities by allowing an inside view into our company and culture.”

In the sales labs, students put their knowledge to work through sales simulations using state-of-the-art cameras, microphones and recording software. Professors and students can access the recordings and review the footage for annotated audio and visual cues to help them refine their training.

“I see amazing talent coming from the Centurion Sales Excellence Program at Stetson University,” said Jayson Meyer, chief executive officer of Synergy Billing. “These are the young people that are going to be shaping the future. It is my hope that the best of these individuals join me and the Synergy Billing team as we shape the future, together.”

The two newly sponsored labs join those sponsored by Watson Realty Corp and Watson Mortgage Corp, and Streamline Office Solutions.

“These partnerships bridge the gap between industry and academia,” said Riggs. “Leadership from these partnering organizations engage with students at length in the role play labs, sharing their knowledge and experience.”

About Stetson University

Founded in 1883, Stetson University is the oldest private university in Central Florida. Stetson focuses on intense learning experiences in a supportive community that allows students to develop their voice in a connected, inclusive environment. Stetson University ranks No. 5 on *U.S. News & World Report's* 2019 list of Best Regional Universities (South), and has been recognized as one of *The Princeton Review's* 384 Best Colleges, 2019 edition. *Stay connected with Stetson on social media.*

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