

Selling Remotely for Sales Teams

Even great salespeople can fail to adapt to the virtual environment – which takes a higher level of intention, energy, and dialogue to influence compared to face-to-face. In this engaging and live virtual delivery, participants will gain the confidence and skills to sell effectively over calls, webinars, video conferences, and more.

Active participation, not passive observation.

Think of this as an anti-webinar. This is a live, virtually led workshop, unlike anything you or your teams have experienced before.

Creating a Connection

Creating a connection and showing empathy is critical in the sales process, but much more difficult in the virtual environment. We'll show you how to create an engaging experience that establishes trust and credibility to foster relationships.

Creating Messages that Motivate

Without the benefit of face-to-face, it's easy to find yourself presenting to a distracted, multi-tasking audience. Virtual requires that your message captures their attention. We'll show you how to prepare and create messages that resonate.

Facilitating for Impact

In virtual sales calls, you are the host of the experience, acting as a facilitator for all. How do you keep things on track and organize a virtual call? What are the best practices for team selling when remote? We'll show you how to operate as a team in the virtual environment.

Repeatable Process

Craft your personalized action plan for a repeatable approach to conversations and pitch process.

Program Details

- ▶ 90-min live interactive virtual session
- ▶ Up to 25 participants
- ▶ Live self-assessments
- ▶ Active participation
- ▶ Breakout rooms to put their skills to the test in small groups
- ▶ Our standard delivery platform is Zoom, and our program team is expert across all enterprise-level platforms, including: WebEx, GoToMeeting, Microsoft Teams and Google Hangouts