



mastering remote selling™

how to deliver remote sales conversations that customers remember

business challenge

With salespeople conducting more sales calls remotely vs. in-person, many are struggling with the lack of control over the remote environment and the inability to manage the variables of customer attention and distractions of a distant prospect.

The result? Your sales team may not know how to transition from in-person meetings to remote or webinar conversations, where their face is just one small square on a large screen, and their presentation slides become front and center in the conversation.

More than

70%

of sales interactions
are **conducted
remotely**

how this affects you

- Reps lose customer attention during remote sales calls because slides are uninteresting.
- Customers forget most of what they might have heard because content wasn't memorable.
- Deals are stuck in the pipeline because customers have no reason to take action and make a decision.

what if you could...

- Involve your audience in a way that will help them retell your story long after the call?
- Control what customers remember from your presentations?
- Develop visual elements that make your seller presentations memorable?

if...

Your sellers are presenting standard, static product slides...

You're not having conversations customers find valuable...

Your pipeline has slowed in direct proportion to the number of remote sales calls you do...

then...

You need Corporate Visions' **Mastering Remote Selling™**, where you'll learn to use science-backed techniques to capture attention, make messages memorable, and drive decisions on remote sales calls.

what it is

Mastering Remote Selling follows our proven approaches for learning and applying new competencies.

inline training:

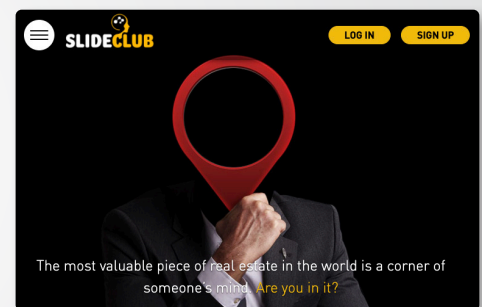
In our inline training, participants self-schedule and complete online modules, then actively apply skills by reviewing a challenge assignment and rubric. They then create and present slides that align with the concepts learned, and they receive personal coaching from Corporate Visions facilitators about how they applied their new skills.

instructor-led virtual training:

In our instructor-led Virtual Classic training, participants attend a virtual classroom environment with live facilitation and coaching, as well as complete elearning modules and work in small teams to apply concepts and create slides for their actual accounts and opportunities.

ongoing reinforcement:

All participants receive access to SlideClub, a subscription library of slides designed to enhance audience attention in remote sales presentations.



what you gain

- The skills to determine the critical content your audience must remember and direct your audience's attention to it.
- Science-based design and animation techniques to stimulate the brain.
- Ability to identify and translate emerging data and trends into insights linked to your customer's initiatives and ask provocative questions to start executive conversations.