

agenda | inline training ▶ digital content + expert coaching 4-step agenda

Discovery & Assignments

STEP 1

Introduction

- Program launch module & roadmap

Prepare

- Identify an upcoming remote sales meeting
- Participants upload a presentation to use in that meeting

Complete Part 1 modules

- Control Your Message
- Focus Their Attention
- Prime Your Audience

STEP 2

Complete Part 2 modules

- Create Compelling Dialogue
- Build Dynamic Interaction
- Engage for Impact
- *Download Remote Selling Job Aid (PPT)*

Presentation Update

- Based on the digital content, participants edit the relevant slides to enhance memorability

STEP 3

Peer Check-In

- Participants meet up with a colleague or manager to exchange ideas and further refine the remote sales presentation

STEP 4

Fluency Challenge

- Participants use what they learn by video recording themselves presenting the key slides from their remote sales presentation.
- Then, they receive personal coaching on the substance of their content and the quality of their delivery based on the grading rubric.

Post Training

Skills Reinforcement: Participants receive access to **SlideClub**, a subscription library of slides designed to enhance audience attention in remote sales presentations.

