Mastering Remote Selling

Virtual Classic agenda

AM

9:00 – 10:00 **launch**
- Virtual Coffee & Participant Engagement
- The Need for Memorability
- Challenges of Remote Selling

10:00 – 10:15 **break**

10:15 – 11:00 **self-paced e-learning modules**
1. Control Your Message
2. Focus Their Attention
3. Prime Your Audience

11:00 – 12:00 **concept validation & skill practice**
- Key learning review – teachback and discussion
- **Group Activity: Debate the strength of 10% messages**
- **Individual Activity: Brainstorm a 10% message framed as a DO statement**

12:00 – 12:45 **lunch**

PM

12:45 - 1:30 **self-paced e-learning modules**
1. Create Compelling Dialogue
2. Build Dynamic Interaction
3. Engage for Impact

1:30 – 2:15 **concept validation & skill practice**
- Key learning review – teachback and discussion
- **Group Activity: Develop provocative questions**
- **Individual Activity: Build a simple visual for your customer to draw**

2:15 – 2:30 **break**

2:30 – 3:30 **account application assignment**
- Each group selects a presentation for an upcoming remote sales meeting
- Build a 10% message, supporting points, and a corresponding anchor slide for that presentation

3:30 – 5:00 **practice & coaching webinar**
- **Activity: Group role plays with coaching**
- Wrap-up and activate post-training reinforcement