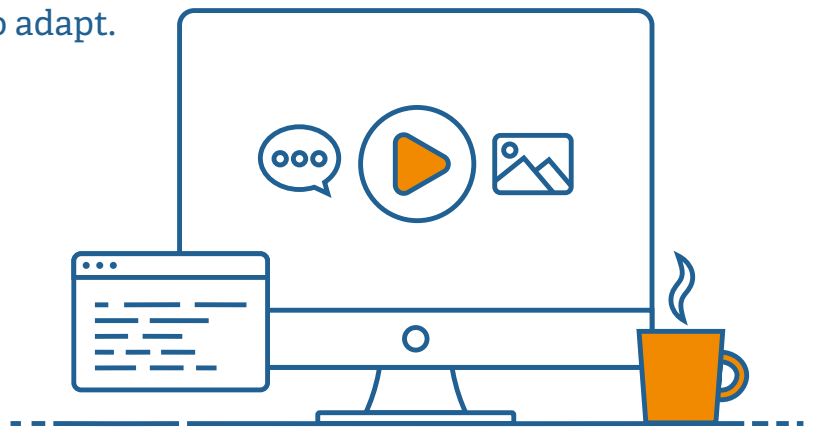


Succeed in a Virtual Selling Environment

Virtual selling has changed the way customers interact with salespeople. While the fundamentals of selling aren't different in a virtual setting, the dynamics are. Many salespeople often struggle to adapt.

With challenges such as...

- Staying motivated and focused despite isolation and work-from-home distractions
- Dealing with technology issues
- Participants multitasking during meetings



...virtual selling demands a higher level of sales expertise.

VIRTUAL SELLING WITH INTEGRITY™ is a comprehensive solution that trains the whole person with a values-based approach to build both the skillset and mindset needed to fuel virtual sales performance. It is based on five fundamental principles:



The Right Mindset

Help people shift their view of selling virtually



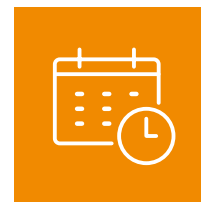
The Right Preparation

Thorough research and detailed pre-call planning



The Right Use of Technology

Master video conferencing technology functions



The Right Way to Set Appointments

Enhance ability to schedule virtual meetings



The Right Conversations

Engage customers in productive, two-way virtual conversations

THIS MODULAR LEARNING EXPERIENCE IS EASILY CUSTOMISED BY IMPLEMENTING THE FOLLOWING 5 MODULES BASED ON YOUR HIGHEST PRIORITIES.

1 Shift Mindset to Sell Virtually

Explore strategies to reduce fear and expand beliefs that sales professionals can successfully sell virtually.

2 Enhance Preparation

Identify and practice important preparation steps for virtual meetings to engage busy customers, use their time effectively and enhance relationships.

3 Use of Technology

Develop confidence and competence using technology functions and presenting professionally over video platforms.

4 Set Virtual Appointments

Develop skills and strategies for increasing the quality and quantity of virtual appointments.

5 Have Effective Virtual Sales Conversations

Apply proven sales principles to engage customers in productive dialogues that create value.

BEHAVIOR CHANGE: FROM ACTIONS TO IMPACT

Individual training events rarely change behaviours. Virtual Selling With Integrity™ has a combination of pre-work, real-world application, structured follow-up, reinforcement and manager coaching. Our comprehensive learning process helps all levels of sales professionals develop long-term habits and behaviour change that sticks. Application and practice embed the skills, creating a stronger ROI.

“This course gave our sales team the skills to confidently schedule and conduct effective virtual sales calls.”

Benefits of Participating in Virtual Selling With Integrity™

- **More** efficient use of time. Travel less. Engage with more customers per day.
- **More** time for pre-call planning and research.
- **Build** rapport and gain trust.
- **Strengthen** the effectiveness of sales conversations.
- **Engage** with groups of decision makers and influencers.

INTEGRITY
Solutions

For more information, contact:

Bob McCarthy

Integrity Solutions Australia

bob.mccarthy@integritysolutionscentre.com

0417 778030

[IntegritySolutions.com](https://www.integritysolutions.com)

