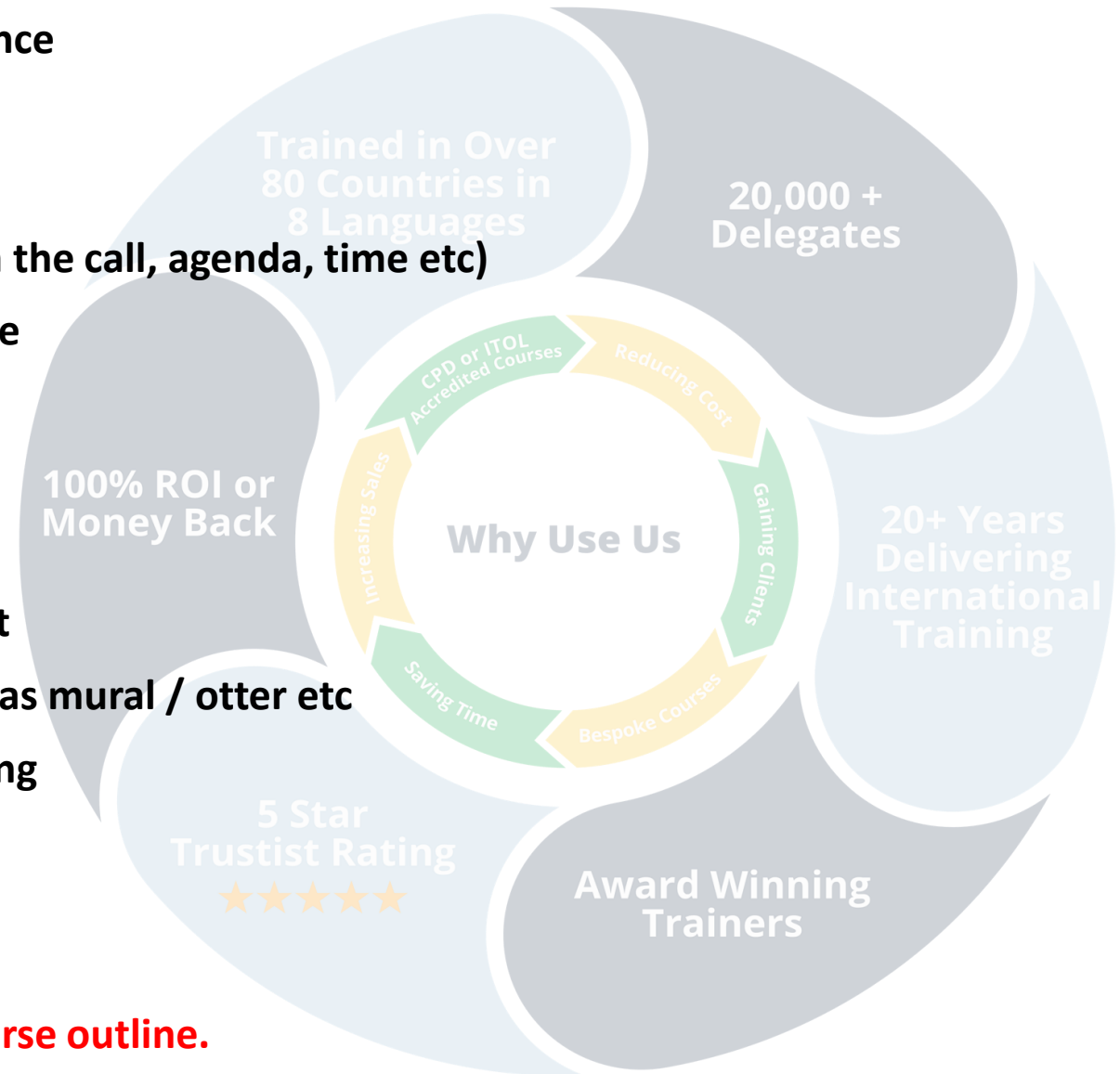


Selling Virtually

All courses can be virtual or face to face

Sample Content Includes:

- **Knowing your audience**
- **Setting objectives**
- **Online Etiquette**
- **Preparation (who on the call, agenda, time etc)**
- **Online vs Face to face**
- **Online rapport**
- **Online listening**
- **Telling your story**
- **Keeping involvement**
- **Using add-ins such as mural / otter etc**
- **When things go wrong**
- **Gaining agreement**
- **Keeping to time**



Contact us for a full course outline.