

## WORKSHOP

# THE WINNING VIRTUAL SALES CALL

## GETTING THE MOST OUT OF THAT INITIAL CONTACT



# \$1500

USD for up to 12 participants  
(additional participants: \$100 each)  
Bundle 6 workshops for \$7500 USD  
– saving \$1500!

### BENEFITS

- 01** Establish quality connections in your virtual sales calls
- 02** Hold virtual sales meetings that keep your teams' attention
- 03** Use virtual platform tools to engage your customers

**Economic belt-tightening, travel restrictions, and global health concerns have made virtual sales calls more critical than ever. In fact, industry sales reports show that 75% of sales calls are made remotely.**

In this workshop, you will learn to improve listening skills and craft questions that engage customers in a virtual sales meeting. Activities include evaluation and redesign of an existing conversation, combining emotional intelligence with relationship skills.



**This course employs our research-driven Inquire Engagement Framework™ to conquer the challenge of**

maintaining learner engagement. Our three-pronged approach enhances an organization's current training by integrating a cutting-edge strategy that thrives in today's hybrid workplace environment.

#### OVERVIEW

- Self-Directed Activities
- One 2-Hour Collaborative Virtual Lesson
- Final Project – Create an Action Plan to create a virtual presence and win clients

#### LEARNING OBJECTIVES

- Differentiate between skills required for face-to-face and remote meetings
- Discern differences in articulation, intonation, tempo/speed, and volume, which are most effective in a virtual sales meeting
- Craft questions to truly engage your customers in a virtual sales meeting
- Practice active listening skills
- Recognize opportunities to use virtual tools to engage the customer

For inquiries regarding bundled pricing and custom schedules that cater to the needs of your organization, please contact [sales@insynctraining.com](mailto:sales@insynctraining.com).