

# The Winning Virtual Sales Call



Do you wish you could establish quality connections in your virtual sales calls?

Are you wanting to hold virtual sales meetings that keep your teams' attention?

Do you know how to use the virtual platform tools to engage your customers?

Great salespeople value personal connections. But can you make strong connections virtually? Yes, you can!

According to data from INSIDESALES.COM, fully 75% of sales calls, including calls made by outbound account executives, are already remote. The impact of global health scares, travel restrictions, and economic upheavals means that even more is riding on the salesperson's ability to advance the sale through virtual client interactions.

The stakes couldn't be higher. Are your salespeople getting the most out of virtual sales calls?

This two-hour collaborative workshop includes a breakout session where your team redesigns an existing sales conversation in a way that applies emotional intelligence and relationship skills to win the sale. You'll leave with an action plan to help your sales team create virtual presence and skills to win clients in any platform.

Everyone will also receive a virtual sales toolkit to aid in virtual sales calls.

## Guiding Questions for this Course

- How are the skills required for remote sales meetings different from those required in a face-to-face environment?
- What are the components of a successful virtual sales meeting?
- How do I craft questions that truly engage my customers in a virtual sales meeting?
- How do I improve my active listening skills?
- How can I use virtual tools to engage my customers?

## AT A GLANCE

### Supported Virtual Classroom Platforms

Zoom , Microsoft Teams, Webex® Training, Adobe® Connect™, Citrix GoToTraining®, Blackboard Collaborate™, Google Meet

*Don't see your virtual platform listed? Ask!*

### Rate

- \$1,500 USD for up to 12 participants (additional participants \$100 each)
- Bundle 6 workshops for \$7,500 USD - that's a savings of \$1500!
- Contact [sales@insynctraining.com](mailto:sales@insynctraining.com) to create your team's custom learning path and create a schedule that works for you.



This program is grounded in the Inquire Engagement Framework® — a three-pronged approach to maximizing engagement of all learners in the virtual classroom. The framework, an ongoing research effort at InSync, is designed to optimize an organization's existing training and provide a new construct for creating training programs that work in today's hybrid workplace and "virtual first" approach to training and employee development.

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