

# REMOTE SELLING

**YOUR CUSTOMERS HAVE  
MOVED ONLINE**

Are you ready?

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## IF YOUR CUSTOMERS SAT THROUGH YOUR SALES TRAINING, WOULD THEY STILL BUY FROM YOU?

We believe that if your customers sat through our sales training they should be thrilled about the way you operate, and eager to buy from you. Our framework is built on the unfailing combination of **Confidence**, **Clarity**, **Conviction** and **Competence**. If you have to compromise on one of these, in our opinion, it is just not worth it.

We excel at assisting sales professionals and sales teams by equipping them with what they need in order to close more deals and to do it in a way that amplifies connection to their purpose and magnifies their sense of significance and contribution. Perhaps the best part of this is that now, you can achieve this entire process from the comfort of your own office!

### THE AUTHENTIC INFLUENCE MODEL



CERTIFIED BY THE  
Financial Planning Institute

# MASTERFUL DIGITAL MEETINGS HAVE BECOME PART OF THE EXPERT SALESPERSON'S TOOLBOX IN THE NEW WORLD OF 2020

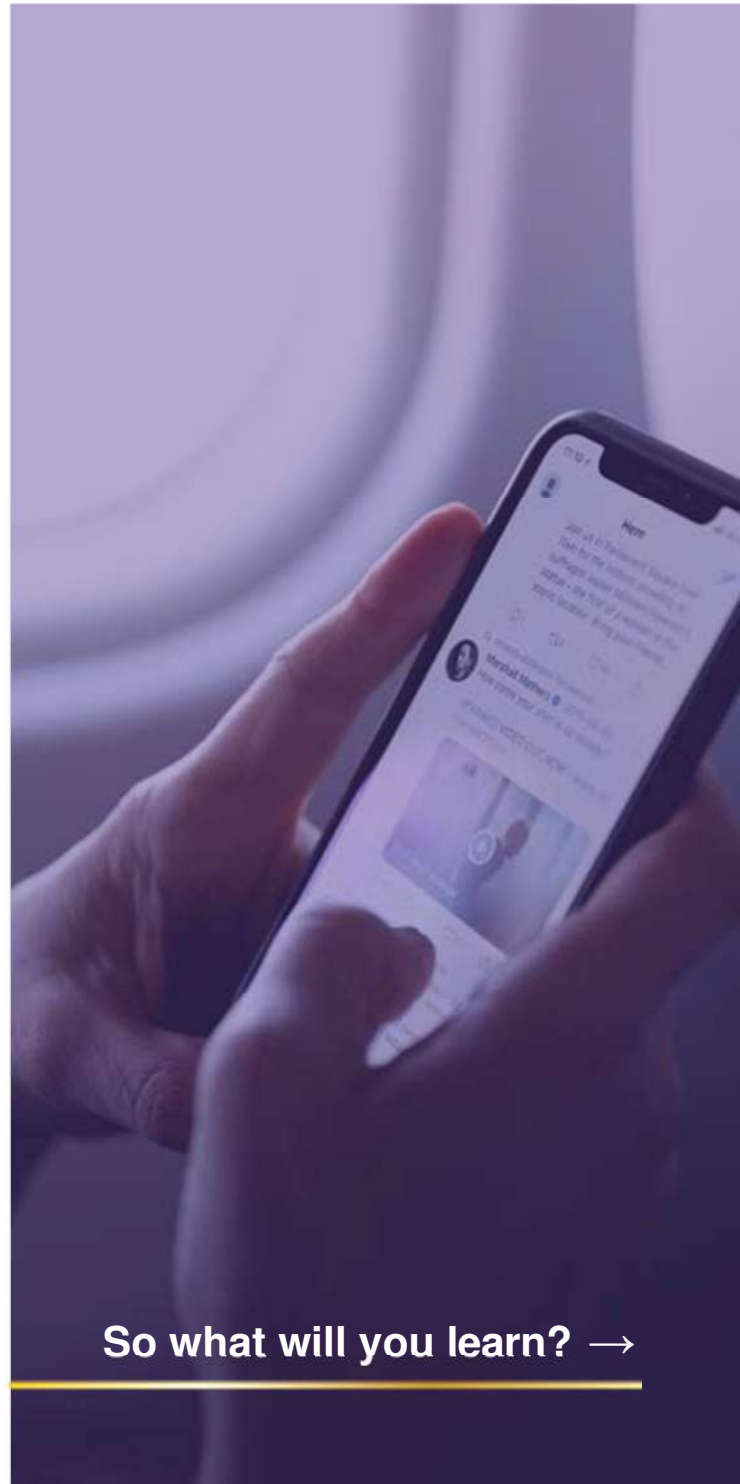
Perhaps one of the biggest challenges for professional salespeople as 2020 unfolds, is working out how to take their sales meetings online.

The world has changed, and it will never go back to the way it was before, which means your business must be able to sell fully remotely and you need to be digital sales ready now.

## GET YOUR SALES TEAM REMOTE SELLING READY IN 8 WEEKS OR LESS

As a sales leader there may not seem to be any easy answers to this. Your salespeople have an advanced case of 'webinar fatigue' and perhaps you're concerned about how to budget for further training in such constrained economic circumstances, at the same time you know that there is no more time to waste.

If those are your concerns, then you are our kind of customer and we are thrilled to introduce to you South Africa's Remote Selling School. Self-paced, delivered digitally, complete with tool kits, cheat sheets, videos, and assessments. This is a world class learning experience, and if you don't mind us saying so, we think its an improvement on the traditional (old) way of learning.



So what will you learn? →

# 01

## SET UP

This may seem like a simple matter, but there are many winning techniques for turning a video conference into a professional, **compelling** business environment. Simple matters such as the angle of your screen, the use of light and the background you use can make the difference between feeling makeshift and creating confidence. You wouldn't leave it to chance in the real world; don't do it in the digital world!

## TOOLS

You probably never gave any thought to the tools you used to have at your disposal because they were just 'there'. A whiteboard. A sheet of paper. Things you could co-create on, with a couple of good pens and a willing participant. The good news is that those tools haven't gone away, they have actually been ... enhanced. Digital whiteboard tools you can use in a video call, documents you can share and work on together, in real time; and all sorts of other goodies will be revealed in this mod

# 02

# 03

## HOSTING

In the real world, a professional salesperson would prepare for, and focus on, commanding the room, the conversation and the sales process, to maximise the chances of success at whichever stage of the sale they are. In the digital world, that is even more important. Attention spans are shorter, distractions are more numerous and your ability to host an effective meeting is a game changer.

# 04

## ONLINE DEMONSTRATIONS

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In the real world, you have a lot more leeway to be technical and detailed as you explain your offering over a cup of coffee. Face-to-face meetings certainly have their benefits. To succeed in the digital world however, you've got to play to the benefits of a whole new medium, with its demands for brevity, differences in presentation capabilities and a whole new set of techniques. In this module you will learn how to deliver data driven presentations with astounding success.

## PITCH, PRESENT, PERSUADE

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It is all well and good to sell to someone while sitting face to face, when you have full use of your body language and your glowing personality in a shared context. But in this new world, none of that is available to you, so there is a brand new and **inescapably critical** need for great online presentation skills, mastering your voice, your pace and intonation, and an even greater one for breathtakingly brilliant visuals. Your structure is all you have to rely on to captivate your customer. Let us show you why that's enough.

# 05

# 06

## STAKEHOLDER ENGAGEMENT

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You have all the right people into the meeting, and your decision-maker quotient is high. Good job! But now what? How do you ensure that every attendee is engaged? How do you influence the dreaded gatekeeper when they won't switch on their video? And how do you ensure there are no delays that could cost you precious time, or lose the deal entirely? In this module you will learn how to ensure maximum engagement so that you can keep your meetings efficient, effective, and engaging.

## 07

SALES  
PRODUCTIVITY

In 2019 it was reported that the average salesperson spent 63% of their day on non-sales related activities; can you imagine what that number will be after 2020? Learn the attitudes, behaviors, and tactics of the world's highest performing individuals in this course and equip your team with tools and strategies to help them perform at their best for your organization's end goals.

## SOCIAL SELLING

## 08

Starting relationships online with people you have never met can be tricky at the best of times, but keeping relationships going, building rapport and staying in contact to ultimately close the deal, without being pushy, well that is an art form in itself. We will share key advice from some of the most successful online sellers on the globe in this foundational module.

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First National BankGMA  
GENDER MAINSTREAMING  
AWARDS

JS

RMB

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WISA  
WOMEN IN SALES AWARDS  
GUIDE

# OUR LEARNING PROCESS

Online learning beats the traditional model for many reasons, not least of which is that we no longer need to “fill time” until lunch is served.

Each of the 8 modules is **as long, or as short as it needs to be**. The lengthier modules are broken down into sections so that you can move through the learning at your pace and as your schedule allows.

## GAIN FULL ACCESS TO THE REMOTE SELLING SCHOOL

Unlock world class content, powerful tools, graded assessments and personalised feedback created by sales professionals for sales professionals.

Successfully presented in the US, UK, India and South Africa to over 2600 students in the last 4 months.

## EVERY MODULE INCLUDES

- An introductory video
- An application tool kit
- World class teaching (our customers across the globe agree)
- Graded assessments (with feedback)

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LET US GET  
YOU **THERE**  
Connected & Closing



*Dedicated to helping you*  
**Dedicated to helping you**

**CLOSE MORE DEALS  
& SERVE MORE CLIENTS**



*Shelley Walters*

SALES ENABLER • FOUNDER

