



|| REMOTE SELLING

SECTION 1: LAYING THE FOUNDATION FOR REMOTE SELLING SUCCESS

Lesson 1: Important Message

- 1.** Understand the importance of approaching remote selling strategically
- 2.** Recognize the value of combining intuition with a strategic mindset
- 3.** Embrace the core concepts and principles of remote selling

Lesson 2: The Importance of Virtual Selling in Today's Market

- 1.** Invest in the right technology for virtual selling
- 2.** Prepare your virtual environment meticulously
- 3.** Leverage the power of social media, especially LinkedIn
- 4.** Adapt your sales approach to suit the virtual environment

Lesson 3: Building a Strong Remote Sales Mindset

- 1.** Set specific, achievable goals for yourself
- 2.** Turn upset customers into advocates of your brand
- 3.** Commit to continuous learning and professional development
- 4.** Surround yourself with positivity and inspiration
- 5.** Embrace adaptability and openness to change
- 6.** Maintain a positive attitude towards rejection
- 7.** Prioritize self-care for physical and mental well-being