



## 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