



## || REMOTE SELLING

### SECTION 4 Conducting Engaging & Productive Virtual Meetings

#### Lesson 16: Structuring Your Remote Sales Calls & Presentations

- 1.** Tip #1: Prepare an agenda in advance to stay on track during the call.
- 2.** Tip #2: Start with a strong introduction to establish trust and credibility.
- 3.** Tip #3: Ask open-ended questions to gather information about the prospect's needs.
- 4.** Tip #4: Use visuals like slides or screen sharing to enhance your message.
- 5.** Tip #5: Practice active listening to understand and address the prospect's concerns.
- 6.** Tip #6: Close with a clear call-to-action to motivate the prospect to take the next steps.

#### Lesson 17: Preparing for Video Sales Calls: Tips & Tricks

- 1.** Tip #1: Check your technology and internet connection before the call.
- 2.** Tip #2: Prepare your surroundings for a clean and professional appearance.
- 3.** Tip #3: Dress appropriately to show respect and professionalism.
- 4.** Tip #4: Have a clear objective for the call and communicate it clearly.
- 5.** Tip #5: Be mindful of your body language and maintain eye contact.



- 6.** Tip #6: Make the call interactive by asking questions and listening actively.
- 7.** Tip #7: Follow up promptly after the call with next steps or action items.

## Lesson 18: Handling Objections & Answering Questions Virtually

- 1.** Tip #1: Anticipate objections before they come up and address them proactively.
- 2.** Tip #2: Listen actively to your prospect's concerns and questions.
- 3.** Tip #3: Stay positive and confident throughout the conversation.
- 4.** Tip #4: Reframe objections as questions to better understand and respond to them.
- 5.** Tip #5: Use stories and examples to illustrate your points and provide value.