

# REMOTE SELLING MASTERY

In today's new age of stay-at-home selling, remote meetings are the rule, not the exception. But how can your team become more effective in remote first or second sales meetings? Each "at-bat" your sellers get is more valuable now than ever, so making sure they know how to maximize every remote sales situation is critical.

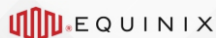
Enableocity introduces a one-of-a-kind, hands-on, remote training session for sales teams large and small to learn and then practice some very simple but powerful techniques to ensure each remote meeting is time well spent - for both buyer and seller.

## AND IT WORKS!



According to **Jason Sherwood**

Director of Sales  
Enablement at Equinix



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After COVID hit, we tasked Enableocity to pivot from physical, in-person training sessions to remote workshops over Zoom. We saw a phenomenal array of innovative ideas including some that just blew us away and it was a powerful group learning experience. We've had tremendous positive feedback from salespeople and Solution Architects who have adopted the approach and are beginning to see pipeline build and deals close as a result.

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TO LEARN MORE ABOUT **ENABLEOCITY'S**  
REMOTE SALES MASTERY PROGRAM

In the 2 hour engagement  
(two 60 minute sessions),  
**Your remote sales team will get:**

- ✓ **A comprehensive, hands-on remote training program** on how to run the perfect remote sales meeting over Zoom or any other web meeting service
- ✓ **More than just Zoom tips and tricks** - this is how to prepare for, structure, run, and follow-up on a great meeting to move the buying process forward
- ✓ **How-to Session** - Remote meeting best practices, including setting up your home office studio and when to use physical vs. digital whiteboard solutions
- ✓ **In-depth demonstrations** of various remote whiteboarding apps and tools
- ✓ **Physical whiteboard do's and don'ts** for remote web meetings
- ✓ **Role Play Session** - hands on role plays to practice remote meeting best practices, whiteboarding, and other techniques
- ✓ **Remote Meeting opening and follow-up best practices** to ensure more 2nd meetings

## Results You Can Expect:

- ✓ More 2nd meetings
- ✓ Higher morale and productivity of remote sellers
- ✓ Higher ROI on remote sales technology
- ✓ More pipeline

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