

Sell Like Tomorrow!

Goals for this session:

- Online presentations and sales activities with Zoom
- Important “virtual” engagement equipment, tips and tricks
- Mobile Marketing techniques
- Importance of having synchronous conversations

Selling with Zoom (Virtual)

- Practice using the platform on mobile and desktop/laptop interface
- Use the “SHARING” tools like
 - Whiteboard
 - Share browser
 - Share slides
 - Share video clip

Other tips and techniques:

Cool ways you can sell with Zoom:

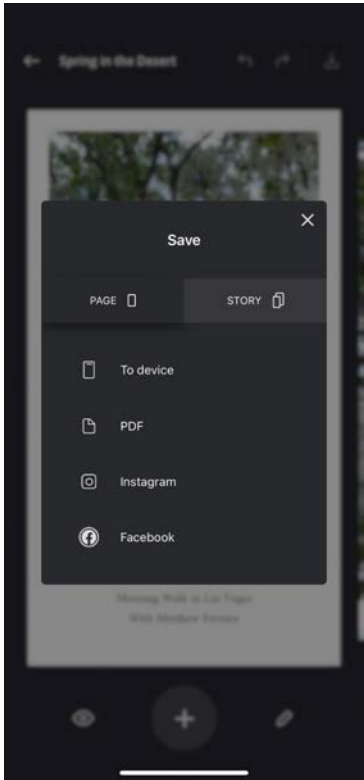
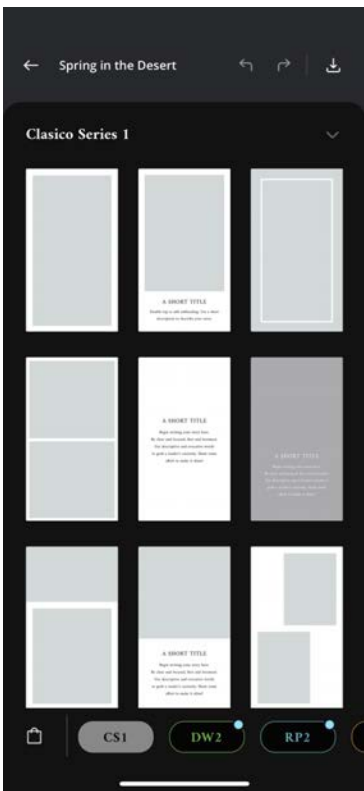
Opportunities include:

- A “town meeting”, panel of experts
- A working-from-home specialist
- Something for the kids / entertainment
- Regularly scheduled news / Educational content
- Target-audience (FTHB, RELO, etc) seminars
- Open-Office hours
- Contests and Celebrations
- ALSO: Can broadcast into FACEBOOK, YouTube
- RECORDINGS!

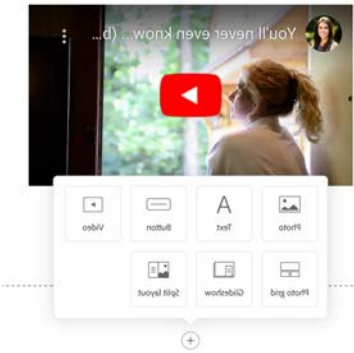
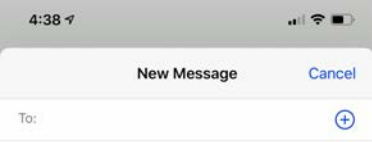
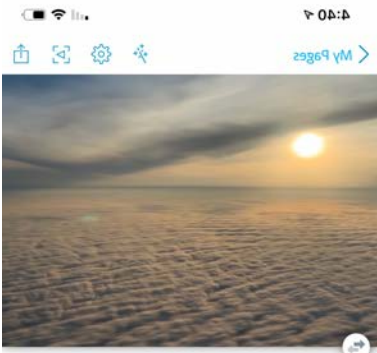
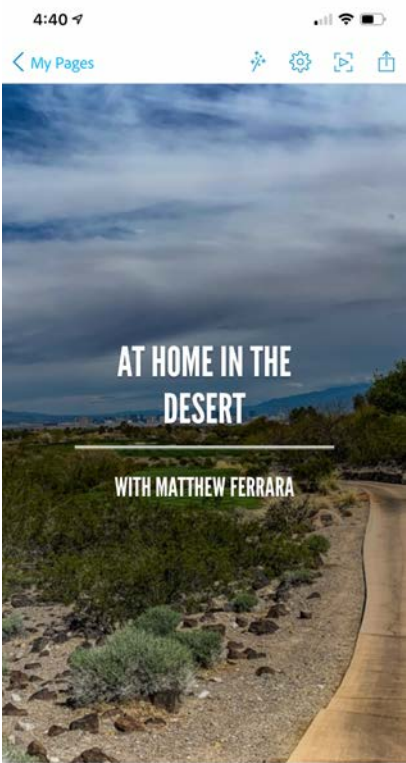
Tips for Sales “calls” on a virtual platform

- Plan time for lots of small talk!
- Use video intentionally – a powerful meta-communicator
- Increase your use of “directional” language to guide people’s eyesight
- SLOW DOWN SIGNIFICANTLY
- Ask / alert attendees to the use of recordings and privacy policy
- Stand up!

Notes for Mobile Marketing



Notes for Mobile Marketing



Notes for Mobile Marketing