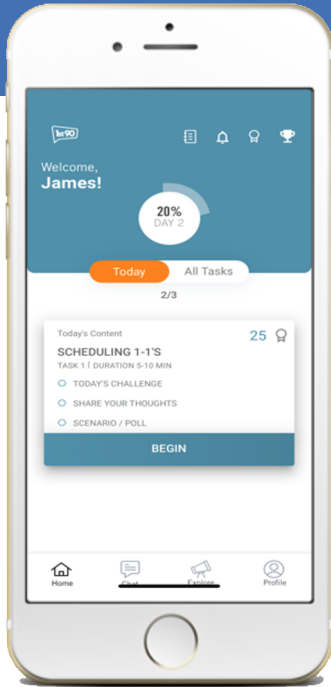




from our thought leader partners at



Selling Virtually in Challenging Times

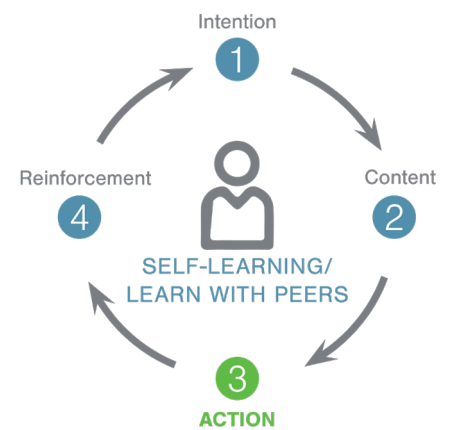
Develop the right habits to successfully drive sales in a virtual environment

Key benefits

Protect revenue and maintain relationships in our new reality. Keep customers engaged, focused, and inspired. Add value in the midst of change by developing key habits that will help you sell in a virtual environment.

Program description

In times of crisis such as today's pandemic, sales professionals are rarely provided a handbook to help them decode the secrets for selling virtually. How do you find ways to add value, both personally and organizationally? How do you continue to follow the practices and processes of great salespeople, in a virtual world? How do you maintain customer intimacy in light of forced distancing?



With 1st90, we have a path to help all sales professionals develop the right habits to sell virtually – protecting revenue and maintaining relationships, today.

Program objectives

This 30-day experience, which is implemented in only 5-10 minutes of daily learning, helps sales professionals build essential habits in essential times.

- Reset your mindset to the new reality
- Develop a relentless focus on the minds of your customers
- Use enabling technology to the max
- Build strong virtual relationships
- Think strategically in this new reality

“Learning in the flow of work is a new idea: It recognizes that for learning to really happen, it must fit around and align itself to working days and working lives.” - Josh Bersin

What users are saying:

“Your methodology of learning for 10 mins/day has actually changed my behavior. A new habit was created for me.”

“Everyday now I spend 10 mins a day to learn or read something new. Still using the app for the frameworks and tools inside the app. Loved that everything was in my pocket! This is really important.”

“Really liked the methodology. Content was really good. Tools really helped with the actions and I still use them.”



Our approach to learning:

We believe training shouldn't be an unwelcome interruption but a behavioral habit that is part of the working day and focused on the tasks and requirements necessary in any new role.

Imagine learning and immediately applying what you've learned in the context of work you should be doing anyway. That's 1st90.

Target audience

Sales professionals in organizations facing change or disruption who need to sell or effectively maintain customer intimacy virtually.

Implementation and customization

Standard paths are immediately available but can be customized for your organization's specific needs in as little as 14 days.

For additional information, visit AdvantagePerformanceGroup.com, call us at (415) 925-6832 or email contact@advantageperformance.com. Explore our complimentary resources at apg1.us/free.