

Selling on the Other Side...Is Your Salesforce Prepared?

written by Lauri Moon | April 13, 2020

“SELLING ON THE OTHER SIDE...IS YOUR SALES FORCE PREPARED?”

The current lockdown will end.... maybe in stages, maybe quickly....

BUT things will be different!

Is your Sales Force Prepared?

AGENDA:

- What are some of the challenges of the post virus lock down?



- What are the Crucial Elements every salesperson will need to compete in the new economy? Who on my team has them?
- Who on our team is suitable for Remote Selling?
- How do I as a leader need to change to support my team?
- Which activities do our sales force need to be executing to keep and build momentum?
- If I need to re-shuffle my team, what criteria should I consider?

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