

VIRTUAL SALES INFLUENCER

POWERUP



THE PREMISE



OVERVIEW

The world we live in has changed tremendously in the recent months. Organizations, professionals, and entrepreneurs are overwhelmed with the challenges of the current times. This in turn has affected the customer's investment appetite and the way they make decisions about their purchases.

New engagement strategies and tactical virtual selling techniques are needed to connect and win over New Economy customers.

As Sales Professionals, it is natural to fall into a victim's mindset because the issues faced are no longer isolated by demographics, industry or region.

Maintaining optimism is not easy, let alone achieving sales targets.

The Virtual Sales Influencer will help them find the much needed mindset, enhanced virtual selling skillsets, and the necessary actionable strategies to win deals in times like this.

PROGRAM FOCUS

- Discover the responsive mindset perspectives
- Embrace and leverage on the adaptive mindset methods to create online opportunities
- Utilize winning strategies to discover and harness new interests and leads
- Objectively identify what customers' current real needs are
- Articulate your organization's value proposition using S.T.O.R.Y.
- Take ownership and utilize their influence factor to increase client loyalty
- Personalize your sales approach to quicken the online buying process



METHODOLOGY AND APPROACH

7 HOURS OF FULLY IMMERSIVE AND INTERACTIVE PROGRAM:

- 3 x 1.5 hours of live webinar sessions
- 1.5 hours of self-paced interactive E-Learning
- 1 hour of follow-up action coaching

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THE FUTURE
OF SELLING

POWERUP
Empowering Businesses. Transforming Lives.



**INTERESTED IN JOINING
THE PROGRAM?**

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