

The Challenges Of Remote Selling & How To Succeed In Remote Sales

Interactions that were once face to face are now being facilitated virtually. People have seen and increase in:

Virtual meetings with video conferencing.  **61%**

Virtual Events.  **51%**

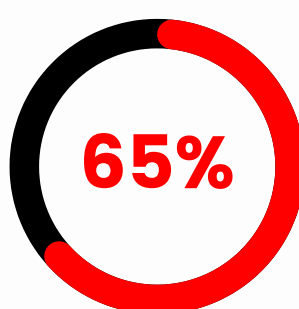
Real time collaboration.  **61%**

According to Upwork, 41.8% of the American workforce continues to work remotely. Although an estimated 26.7% will still be working from home through 2021, 36.2 million Americans (22% of the workforce) will be working remotely by 2025.

WHY REMOTE SELLING?



B2B sales teams that have fully or partially shifted to remote selling.



B2B decision makers who say the remote model is equally or even more effective than what they were doing before the pandemic.

THE CHALLENGES OF REMOTE SELLING

CHALLENGE #1	LACK OF RIGHT CONTENT TO ENGAGE CUSTOMERS
CHALLENGE #2	DIFFICULTY TO UNCOVER CUSTOMER NEEDS
CHALLENGE #3	LACK OF MOTIVATION WHILE WORKING FROM HOME
CHALLENGE #4	DON'T HAVE THE RIGHT DIGITAL TOOLS

A FEW WAYS TO HOST A SUCCESSFUL REMOTE SALES MEETING



CAMERA



LIGHTING



INTERNET



HEADPHONES & MICROPHONES

THIS IS HOW REMOTE SELLING MASTERY CAN HELP YOU THE MOST COMPLETE VIRTUAL SELLING SKILLS TRAINING FOR B-2-B SELLERS.

In today's remote selling world, representing the brand and building trust/empathy is more critical than ever. Remote Selling Mastery will transform the way you sell virtually using advanced qualification and visual story techniques to drive larger deals with shorter sales cycles.

SEE FOR YOURSELF! **GET STARTED NOW!**

[Schedule A Call Today](#)

www.remotesellingmastery.com

REMOTE SELLING
— M A S T E R Y —