YOU'RE ON MUTE! SELLING IN VIRTUAL REALITY

PREPARATION ⟶ DELIVERY ⟶ FOLLOW THROUGH

We live much of our business lives in virtual reality now. Let's get great at it. The purpose of this tool is to help you show up, stand out and break through in every room you're in, even if that room is a tiny box on a screen. Use this checklist to run the best virtual meeting of everyone's week.

Now take 30% out! ☑

Welcome & connect ☑

Smile ☑

Tell stories ☑

Thank you note ☑

You're On Mute!
1. Welcome Goals & Look-back
2. Preparation Mindset & Details
3. Delivery Energy & Education
4. Follow Through Custom & Clear
5. Closing
What does success look like? ☑

Memorize your powerful open ☑

Eye contact ☑

Dress up ☑

Use metaphors ☑

Above & beyond ☑

Really know audience, culture, fit ☑

Practice ☑

CRAIG WORTMANN

Charge up your audience by filling this little screen with energy!

Positive energy
—————
Negative energy
Describe analogies ☑

RECAP
Send recap ☑

Design agenda and flow ☑

Lighting & background ☑

SHOW DON'T TELL
Show, don't tell ☑

Update CRM ☑

Prepare 3 clear points ☑

More checklists! ☑

Stand up ☑

? **Use signposts** ☑

Close strongly ☑

Capture lessons learned ☑

Prepare slides, art, hip-pocket frameworks ☑

Join early ☑

Monitor resting face ☑

Body language, hand gesture ☑

FEEDBACK
Ask for feedback ☑

☑

Mute | Stop Video | Security | Participants | Chat | Share Screen | Record | Reactions | Apps | **Leave No One Uninspired**

SALESENGINE