



â??Squeeze the Lemonâ??: Virtual Sales Development Sessions

Description

Our series of virtual sales development sessions has ended. However, please [visit our Eventbrite page](#) to view our other upcoming webinars and events. If you are interested in discussing ways that we can support you or your team with private training sessions, please [contact us](#) to learn more.

As salespeople, itâ??s clear that the way we used to do business wonâ??t be the same anymore. We canâ??t just sit back and wait this out. Our efforts need to remain focused on filling the pipeline, engaging prospects and building relationships with our current clients and network. **Your sales approach now will determine your outcome â?? and your success â?? in the coming months.**

We need to do *something*, so what do we do when the techniques weâ??ve honed and relied on previously may need to be adjusted? And how do we take our efforts and make sure weâ??re getting the absolute most out of everything weâ??re doing?

VIEW ALL VIRTUAL SALES DEVELOPMENT SESSIONS

At BDU, our number one goal has always been to help you be as successful as possible. Weâ??re introducing eight virtual sales development sessions to take you on a deeper dive into the fundamentals of selling and to help you â??[squeeze the lemon](#)â?• to maximize your time and energy. These will focus on the eight key areas from our sales training workshops with adjusted strategies for todayâ??s challenges. Our one-hour interactive web sessions will help sharpen your skill set and provide you with a brand-new toolbox full of tools and techniques you can utilize immediately.

Join us for:

- **Game Planning: What Do I Do Now? Developing Tactics and Strategies for Maximizing Performance, Potential and Productivity While Working from Home**
[May 12th at 10:00 AM EST](#) or [May 14th at 3:00 PM EST](#)
- **Prospecting: Changing Your Game Plan and Messaging to Fill the Pipeline Right Now**
[May 12th at 3:00 PM EST](#) or [May 14th at 10:00 AM EST](#)

- **Networking: Building Relationships When People Need to Connect Most**
[May 19th at 10:00 AM EST](#) or [May 21st at 3:00 PM EST](#)
- **Client Outreach: Strengthening the Bond to Nurture, Retain and Leverage These Important Relationships**
[May 19th at 3:00 PM EST](#) or [May 21st at 10:00 AM EST](#)
- **Virtual Prospect Meetings: Setting Yourself Up for Sales Success**
[May 26th at 10:00 AM EST](#) or [May 28th at 3:00 PM EST](#)
- **Presenting Solutions: Virtual Strategies for Your Most Effective Remote Sales Presentations Ever**
[May 26th at 3:00 PM EST](#) or [May 28th at 10:00 AM EST](#)
- **Objection-Handling: Overcoming Today's Concerns with Confidence**
[June 2nd at 10:00 AM EST](#) or [June 4th at 3:00 PM EST](#)
- **Closing: Strategies and Tactics for Debunking the "Selling Isn't Possible Right Now" Myth**
[June 2nd at 3:00 PM EST](#) or [June 4th at 10:00 AM EST](#)
- **JUST ADDED Prospecting: Changing Your Game Plan and Messaging to Fill the Pipeline Right Now (additional session due to demand)**
[June 4th at 1:00 PM EST](#)

\$35/webinar. Register for one, several or all eight* sessions. Sign up for any four sessions for just \$100!

**Attend all eight sessions and receive complimentary 30-minute one-on-one coaching session and virtual certificate of completion*

LEARN MORE AND REGISTER

Category

1. resources

Date Created

April 29, 2020

Author

lisa-peskin