



Lead successful virtual client meetings

Webinar 4 hours

This Webinar is dedicated to the theme: **Managing virtual meetings with acquired customers**. During this webinar you will

- ✓ Access to **check-lists** to well prepare your remote meetings.
 - ✓ Learn how to manage and **come across the screen** in a credible and engaging way.
 - ✓ Get suggestions on how you can conduct remote meeting while **optimizing your time and demonstrating empathetic and assertive behaviors**.
 - ✓ Define **follow-up actions** to achieve your business objectives.
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Webinar 8 hours

In addition to the previous one, this Webinar is dedicated to the theme of managing **virtual meetings** with **new customers**:

- ✓ Plan and manage a virtual meeting with a **prospect Customer**.
- ✓ Create the "**business intimacy**" through the use of behavioral techniques aimed at increasing the level of trust in the relationship.
- ✓ Face a challenging personal case in order to define an **appropriate behavioral and commercial strategy** that is adequate to the situation of your customer and to the culture of his/her organization.

