

Hi There,

In this era of the New Normal - community, connectivity and collaboration has never been more important. As leaders in your field, the power of your skill set, working knowledge and thought leadership will define you going forward in exponential magnitude. It's straightforward, really - stay on top, and get ahead.

So here's our pro-tip for the month: [Subscribe](#) to our blog. Get the best advice delivered fresh to your inbox. We've been in overdrive mode collating thought leadership viewpoints. Please leverage them - they are free, and ungated.

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Your Friends at MindTickle!



## 10 Lessons Learned from Running a Fully Remote QBR

Like many other companies at the moment, MindTickle has been learning to adapt to a 100% virtual environment. As such, we just wrapped up our Q2 Quarterly Business Review (QBR), and we were able to conduct the entire process and meeting virtually. In a way, it was a living QBR with sales and other team members presenting content based on their own lessons learned. Fortunately, it was a success with engagement being strong throughout! But of course, there are always lessons to be learned for making these better and better over time - here's 10.

GO NOW



## [UPCOMING WEBINAR] 3 Mandates for Enabling Digital-First Sellers for the Next Normal featuring TOPO Inc

Date: Tuesday, July 28, 2020, 11am-12pm US Pacific Daylight Time

The emerging virtual-everything environment requires enablement and readiness professionals to define and create a remote-ready seller who is equipped with the business acumen and digital-first skills to engage and close over a digital sales cycle. This requires a fresh look at content, training and communication were built for a different era - and not aligned to today's needs of an equally remote buyer still expecting high-context, personalized service.

The Top 3 priorities for shaping your readiness response to address the digital new normal and inspire your workforce are:

- Onboarding: Effective data-driven sales onboarding based on modeling the ideal digital profile including knowledge and skill strengths and gaps of your best sellers
- Field Communications: Effective field communications through timely delivery of outcome-centric content (knowledge and skill specific) to distant sales teams to drive consistent alignment, participation and engagement, and ultimately value to prospects and customers
- Effective Coaching at a Distance: Personalized, productive and supportive coaching interactions between managers and their reps that incorporate digital selling competencies and challenges, reinforce and remediate positive and consistent behavior while maximizing interfaces with evolving sales tech and processes

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### How Gamification Engages Millennial and Gen Z Workers

As Gen Z joins Millennials in the workforce, businesses need modern onboarding practices to engage these workers. Learn how to leverage gamification to create

active challenges and track progress with shared metrics.

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## **[UPCOMING EVENT] Chief Learning Officer Exchange: Virtual Conference**

The CLO Exchange brings thought-leaders from the world's top enterprises to explore how you and your teams can create learning experiences that impact performance. At this conference, you will learn about leveraging data and advanced technology as a strategic asset. MindTickle returns to the CLO Exchange for the second time in 2020!

[FIND OUT MORE](#)



### **MindTickle Partners with Sandler Training to Deliver Personalized World-Class Sales Readiness**

## **[NEWS] MindTickle Partners with Sandler Training to Deliver Personalized World-Class Sales Readiness**

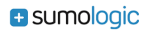
MindTickle announced a partnership with Sandler Training, the largest sales, management and leadership training organization, providing sales organizations with personalized training to improve customer engagement and drive revenue growth. Sandler Training content for sales and sales managers can now be tailored with a data-driven approach to further develop their skills and readiness leading to faster time to profitability and ongoing quota attainment.

“The combination of Sandler Training and MindTickle empowers professionals to change behaviors, develop new attitudes and improve techniques,” said David Mattson, CEO and president of Sandler Training.

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