

**WEBINAR** | 11:00am PT, Nov. 13, 2020

# AGENDA OVERLOAD?

3 Tips to Put Value in Your Next Virtual Sales Meeting



Dr. Vicki Halsey  
VP Applied Learning  
Ken Blanchard  
COMPANIES



Hosted by Gopkiran Rao  
Chief Strategy & Marketing Officer  
MindTickle!

## 3 Valuable Tips to Supercharge your next Virtual Sales Meeting [WEBINAR: Nov 13 at 11am PT]

Join us as MindTickle's CMO, Gopkiran Rao, sits down in an interactive webinar with Dr. Vicki Halsey, VP of Applied Learning at The Ken Blanchard Companies, a leader in leadership and sales management training, to discuss practical tips and successful virtual meeting techniques to help reps turn virtual meetings into won deals in today's remote digital selling environment:

- How to prepare your content and co-presenters for digital excellence
- Establish an interactive agenda to boost engagement & energize your audience and overcome "Zoom fatigue"
- Adapt hard & soft skills to a virtual meeting environment

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## [KNOWLEDGE HUB] CROs & Revenue Leaders: Prepare Now in The Race to Win in 2021

For Revenue Leaders and CROs, visibility into revenue is as essential to closing new business across new and existing customers. We've prepared a hub of tailored resources to prepare you for strong performance today and into 2021.

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## 3 Focus Areas for Sales Enablement to Help Your Organization Exceed Modern Buyer Expectations

**Nicholas Gregory**  
Vice President Global Sales Enablement and Lead Generation



### [BLOG] 3 Focus Areas for Sales Enablement to Help Your Organization Exceed Modern Buyer Expectations

There is no denying that 2020 has had an impact on the way by which sales professionals engage with their customers and prospects. The biggest shift is the obvious one – the elimination of face-to-face meetings, being replaced with remote meeting platforms. While there is no doubt there has been a shift, this does not mean that you can sell in the exact same manner remotely that you did in person. There are new skills required...

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## Launching a Global Sales Enablement program in 3 weeks

Unisys explains the secrets to success

**Amy Lord**  
Sr. Analyst, Sales Training and Global Enablement  
Unisys



### [WEBCAST] How Unisys launched a Global Sales Enablement program in 3 weeks

Learn how Unisys partnered with MindTickle to roll-out a successful global Sales Enablement Platform with 100% participation in just three weeks.

WATCH NOW



## Be a Sales Enablement Superhero Through the Art of Organizational Change

Oscar Collingwood-Smith  
Enterprise Account Executive



### [BLOG] Be A Sales Enablement Superhero Through the Art of Organizational Change

Change management has always been a challenge, but this year, it seems especially hard. That might be due to the incredible professional and personal change we've all had to deal with in response to the global pandemic. The fact of the matter is, we've got change fatigue. People are simply tired of change — period.

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