

Winning at Virtual Sales! October 14 & 19, 2020

With Amber Mac, Amber Mac Media Inc.

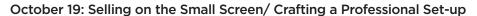
THE WORKSHOP

Join BC Wood for a two part online seminar, live via the Zoom platform, on how to adapt to virtual selling, as well as help you craft a professional setup. The following topics will be covered:

October 14: Psychology & Research - Adapting to Virtual Selling

- Whether it's building rapport, identifying needs, or presenting professionally, Part 1 will dive into how you need to shift your sales strategy to win over prospects (using research-based insights available during these early days of virtual selling)
- Defining the virtual opportunity what leading sales professionals tell us about the new opportunities for growth in a Zoom-first world.





- Whether it's designing slides, building surprise, or staying engaged, Part 2 will focus on how to present and perform on your web camera for the biggest impact and best experience D2D (device-to-device
- How to tell your company's story
- How to create a presentation framework
- How to weave your story into your framework for a dynamic presentation
- How to turn a simple web cam call into a professional pitch

THE SPEAKER

Amber Mac has keynoted more than 400 events around the world and has moderated sessions with: Canadian Prime Minister Justin Trudeau; former FBI Director James Comey; business coach Tony Robbins; famed astronaut Chris Hadfield; and many other notable leaders.

She wrote the national bestselling business book Power Friending (Portfolio: New York). Most recently, she started co-hosting a new podcast series called Marketing Disrupted.

She is a regular business host and expert for Fast Company, CNN, Bloomberg, CBS, BNN, CTV, The Marilyn Denis Show, and SiriusXM (where she co-hosts #TheFeed). Plus, in 2018, she was named one of DMZ's 30 inspirational women making a difference in tech.

THE **DETAILS**

DATE: WEDNESDAY, OCTOBER 14 AND MONDAY, OCTOBER 19, 2020

TIME: 10:00AM - 11:15AM

PLATFORM: ZOOM (LINK WILL BE SENT PRIOR TO THE SESSION)
COST: \$249 PER COMPANY (2 REGISTRANTS MAX PER COMPANY)

WINNING AT VIRTUAL SALES!

OCTOBER 14 & 19, 2020, 10:00 AM - 11:15 AM

To register, fill out the information below and email it to rmann@bcwood.com

REGISTRATION INFORMATION

PARTICPANT 1 FIRST NAME AND LAST I	NAME	
PARTICPANT 2 FIRST NAME AND LAST	NAME	
COMPANY		
ADDRESS		
CITY	PROVIN	INCE POSTAL CODE
EMAIL	PHONE	E
PAYMENT INFORMATION	ON	
MASTERCARD VISA	CHEQUE*	
		*PLEASE MAKE ALL CHEQUES PAYABLE TO -
	EXPIRY	BC Wood Specialties Group
CARD NUMBER		MAIL CHEQUES TO
CARDHOLDER'S NAME		BC Wood Specialties Group 200 - 9292 200 St. Langley, BC, V1M 3A6
CARDHOLDER'S SIGNATURE		

Recordings of each session will be emailed to you afterwards

BC WOOD