



## Prepare Backup Sales Support for 9 Unforeseen & New Situations

*“Unforeseen and novel circumstances will uphold customer service standards in sales and unveil fresh opportunities, given adequate preparation.” gms 2020*

Our QuickStart Sales Tutorials are designed for the following situations.

- individuals **NEW** to sales and senior living
- a salesperson **RELOCATING** from another business to senior living
- **STAFF TRANSFER** from another senior living department to sales
- **CROSS-TRAINING** additional staff members for backup sales
- **INTERNS** investing in the future of new fulltime and parttime salespeople
- **COURTESY VISITS** for weekend managers – a soft-marketing focus
- **BRAINSTORMING** with experienced salespeople and executive directors
- **NON-SALES CORPORATE LEADERSHIP** and **FAMILY MEMBERS** of owner-operated communities
- **PROPERTIES TRANSFERRING** management or ownership

**We Offer a Menu of 5 Sales Skillsets Each With 3 Key Skills.** This coaching service is designed for new and experienced salespeople and other staff who may be needed to backup sales during unforeseen and novel circumstances. An introductory zoom for corporate and community leadership can be scheduled. You can select all or any skillsets or individual skills to design a coaching program that fits your community.

**>Virtical’s Other QuickStart Tutorials.** We also create and design customized sales and marketing tutorials for special occasions such as grand openings, special open houses, holidays, and veterans’ programs that will effectively welcome guests to experience your culture to inform, entertain, and inspire them. These are designed for new and experienced sales and life enrichment staff as well as volunteers and intergenerational participants.

For more information about this workshop series or creating a customized tutorial, please contact [Gary@Virtical.Live](mailto:Gary@Virtical.Live).



***Individual & Collaborative Sales Coaching and Cultural Mentoring***

ONE TO ONE is a >Virtical Signature service featuring these 3 programs.  
**QuickStart Tutorials® . . . Take60 for Culture® . . . Animation Teams by Virtical®**