



The Art of **Entering Their World**®

by >Virtical™

Each Journey is Unique to Each Individual & Family

Sales can serve as a vital resource to create a supportive journey.”

Gary Solomonson 2020, *Gathering Seeds for the Dementia Season*

The Art of Entering Their World. Whether it is the person living with dementia, the POA, caregivers, family, advisors or influencers, Virtical’s special dementia-sales coaching program provides a road map for sales staff to work creatively and compassionately with those seeking help to care for their loved one.

Sales & Dementia Care. No matter the root cause of an individual’s dementia each journey unfolds differently and sales must adapt accordingly to bring a comfortable transition and peace of mind to the family regarding a community’s memory care program. While responses to a particular dementia may share similarities, every journey is distinctly unique and sales must frame it accordingly.

Our Program. This coaching includes an introductory zoom, a 2-hour review of the community’s current memory care program, and 5 fifty-minute workshops designed for the collaborative participation of the dementia care coordinator along with sales staff.

For more information on this workshop series
please contact Gary@Virtical.Live.



Dementia Care & Sales

EBB & FLOW is a Signature Service of > Virtical featuring these 3 programs.

**The Art of Entering Their World® . . . Dementia Sales & The Blended Family®
Classes & Support Groups®**