



Minnesota Subcontractors Association

Virtual Sales

When

March 9, 2021
9:00 - 10:30am

Where

Virtually
a Zoom link will be emailed to all attendees on March 8

Cost

\$15 MSA Members
\$40 Non-Members

Overview

Is your team equipped to sell virtually?

The sales landscape has changed, maybe forever. Face to face meetings where we had the opportunity to build and develop relationships and trust are now virtual. Sales professionals must be equipped to create a more engaged and connected virtual experience, which requires a significant shift in selling skills. Dale Carnegie has taught relationship-based selling skills for decades, and we have refocused those skills for a virtual environment.

Register for our live online event to learn the building blocks to increase credibility, create connections, and build trust remotely to drive momentum and win more opportunities.

To register, please visit
WWW.MSAMN.com

Speaker



Mike Scott
Dale Carnegie

Mike Scott is committed to helping build long standing client relationships and driving sustainable impact through innovative client, delivery and product strategy. Mike has trained across four continents and leads the firm's work that impacts over 2,000 leaders annually. Mike's coaching and facilitation has helped Fortune 500 corporations, non-profits, and entrepreneurial firms to transform the way they engage employees and clients. Mike most recently served as President of the International Dale Carnegie Association Board helping shape Dale Carnegie's global vision and strategy.
(Full bio on [event web page](#))

Questions? Contact Lisa
at 952-270-3645 or
events@msamn.com