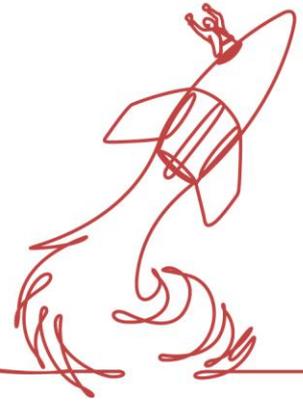


# VIRTUALLY YOURS: HOW TO WIN AT ZOOM



SEND YOUR ONLINE BD INTO THE STRATOSPHERE

## VIRTUALLY YOURS Tuesday 19 January 2021

Welcome to Virtually Yours: How To Win At Zoom. It's going to be a great morning of learning and meeting as many delegates as you dare. Please come with your favourite hot beverage and best biscuit, just for the larks.

### **9.00AM to 9.30AM: ARRIVE, REGISTER, NETWORK YOUR COTTON SOCKS OFF.**

Half an hour to make sure you are in the room, get in the zone, be acquainted with the layout, fire queries to our tech team and do some early chat.

(Espresso and minty Viscount, got to love that green wrapper.)

### **9.30AM to 9.35AM: WELCOME**

Sharon McLellan & Russell Wardrop set the scene.

(Garibaldi and peppermint tea for Sharon, cortado and churros for Russell.)

### **9.35AM to 10.25AM: HOW TO NETWORK ON VIRTUAL EVENT PLATFORMS**

Michael Fleming will get you up to snuff on the virtual environment, give you an armful of BD tips interspersed with cracking reality practise. You will find a partner on a virtual wooden chair.

(Cappuccino and homemade blueberry muffin the size of a Spacehopper.)

### **10.25AM to 10.30AM EVERYONE TO THE ZOOM ROOM**

Go get a refill, grab a Jaffa or three, something gluten free and have a pee.

### **10.30AM to 11.15AM: HOW TO BE A SOCIAL STYLE ICON**

Nicky Denegri will elucidate the power of social style and have you unleash your inner chameleon. Here you will learn to flex it like Beckham, who may make an appearance\*

(Time for a chewy roll and scrambled egg with a mug of milky builder's tea.)

\*Janice Beckham, from Peckham.

### **11.15AM to 11.30AM: COMFORT BREAK**

Go jet wash the labradoodle or stick around in a random Zoom Room with a cat person or someone who has six brown hens.

### **11.30AM to 12.15PM: HOW TO PITCH**

Russell Wardrop will show you how to pitch with impact when you have 15 seconds, because you know 30 seconds can seem like ages, right? Do you have the chutzpah to do the shocker, in the spotlight?

(Flat white and Tunnock's Caramel Log. Got to love that toasted coconut.)

### **12.15PM to 12.20PM: BEAM ME UP SCOTTY**

It's the grand finale back in the BIG REMO ROOM. Be there, bring twiglets and Vimto.

### **12.20PM to 12.30PM: HOW TO FOLLOW UP (Carriages at 1pm).**

Michael Fleming will round off the conference by getting you all to flex, pitch and be appropriately memorable one final time. More importantly you will follow up; and we have 61 ways you can do that.

(Beans on toast, proper butter, Tabasco.)