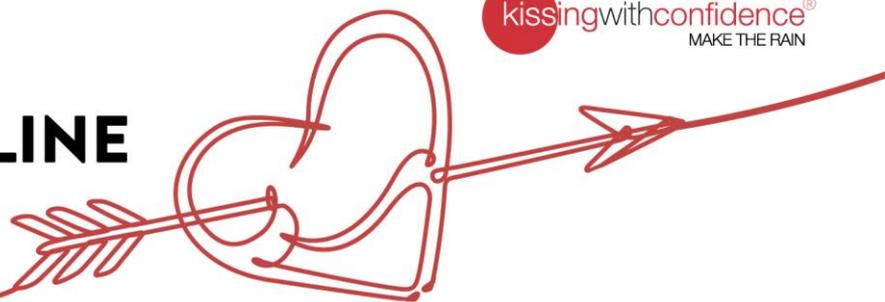


VIRTUALLY YOURS: HOW TO BUILD RELATIONSHIPS ONLINE

CLIENT LOVE IN A VIRTUAL WORLD...

kissingwithconfidence®
MAKE THE RAIN



Tuesday 23 February 2021

Client Love In the Virtual World is going to be a motivational morning of learning, laughter and meeting as many new people as you dare.

Please come sat in front of your most outrageous wallpaper, beside some well-placed snazzy nick-nacks, just for the larks.

9.00 AM to 9.30 AM: ARRIVE EARLY, REGISTER, TWEAK YOUR TECH, NETWORK YOUR ASS 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.

(Shades of the colour mauve in random horizontal stripes. Always classy but watch out for nausea in long meetings.)

9.30AM to 9.35AM: WELCOME

Managing Director Sharon McLellan sets the scene.

(Looks like books, Sharon, but is it trompe l'oeil? Ask about the four colourful cats on the shelf.)

9.35AM to 10.25AM: ARE YOU WALLPAPER?

Michael Fleming & Russell Wardrop will reprise the REMO basics then take you on a journey to your targets and make you more memorable when you arrive. You will find a partner on a virtual wooden chair. Uh huh.

(A big pair of plastic cartoon lips, Russell, really? Loving those swirls, Michael.)

10.25AM to 10.30AM EVERYONE TO THE ZOOM ROOM

(Is that William Morris I see behind you, or Willy Wonka?)

10.30AM to 11.15AM & 11.30AM TO 12.15PM: CLIENT LOVE IN A VIRTUAL WORLD

Self-select two of the three workshops below, unless you have a time machine. You can watch the third later, over a bourbon (hee hee) as we will record them. Workshops run twice, either side of an 11.15am to 11.30am biscuit break.

WORKSHOP ONE: NICKY DENEGRI, YOUR PERSONAL BRAND: MMM... NICE WALLPAPER

Why your personal brand matters and how to enhance your online aura. Or chakra. Or presence. Bottom line is you need to be appropriately memorable, rather than the other kind of memorable.

(Hey Nicky! You're so fine, you're so fine your mural's fine! Hey Nicky! Hey Nicky!)

WORKSHOP TWO: MICHAEL FLEMING, CONVERTING CONTACTS TO CLIENTS: MAY I SEE YOUR WALLPAPER?

Show me the wallpaper is not a phrase that will make a Tom Cruise film, but online it's a great start. Michael will share new ways to get you in front of virtual minds... and into the sales zone.

(Tell me about the keyboard Michael. Do you play?)

WORKSHOP THREE: RUSSELL WARDROP, HOW TO INFLUENCE ONLINE: IS THAT WALLPAPER FLOCK?

We are all in reciprocity central right now, but that and likeability are only two ways to influence. Russell will tell you more about the other four, because you know where gravitas and authority are essential, right? Everywhere...

(Plain magnolia walls Russell? Jings... bloody architects. Nice etching, though, may I come and see?)

12.15PM to 12.30PM: RAG-ROLL? THAT'S BRAVE (Are you talking to me?)

Michael, Nicky & Russell will round it all off back in the BIG REMO ROOM with their favourite sales tales.

(A bold, gallus statement from the fabulous Timorous Beasties, look them up on t'internet.)

12.30PM TO 1.00PM: COME SEE MY WALLPAPER (Carriages at 1pm).

A final 30 minutes to talk wallcoverings, *objects*, biscuits and business. And engage in the shenanigans of follow up where the opportunity knocks.

(Something art deco. An elegant, restrained, stripped back acanthus would be nice.)