



2020 SSC2

National Virtual Summer Sales Conference #2



Vector Marketing Canada

Unstoppable in 2020

July 21st & 22nd, 2020 |

| Learn, Grow, Dream

FOR SPEAKER HANDOUTS

<http://vectorcanadaleaders.com/ssc2-2020-rep-handouts/>

DAY 1

PRIMARY ZOOM LINK

Meeting ID: 984 1683 9722

Password: 112348

Phone # : 1 647 374 4685 (if unable to use zoom app)

*Using your phone to call in (versus using the zoom app) is a
LONG DISTANCE CALL

CHOOSE YOUR SKILL

You are in charge!

Choose the workshops that YOU want to work on!

ABUNDANCE OF LEADS

Florence Bhebhe, District Manager

Meeting ID: 964 2770 6143

Password: Leads

WORK SMARTER NOT HARDER

Alana Madrid, Branch Manager

Meeting ID: 917 5775 0242

Password: 022596

SELLING BIGGER SETS

Kourtney Wilson, Branch Manager

Meeting ID: 997 9756 8539

Password: Sets

INCREASING YOUR CLOSING RATIO

Maddie Murray, Sr. Branch Manager

Meeting ID: 981 4942 5842

Password: BigOrders

CREATING CLIENT CONNECTIONS

Shayla Herman, Branch Manager

Meeting ID: 724 987 2158 (no password)

SECURING YOUR APPOINTMENTS

Hannah Patrick, Branch Manager

Meeting ID: 403 243 4236

Password: apptbreak

SELLING MORE COOKWARE

Rob Chung, District Manager

Meeting ID: 867 4656 6327

Password: Cookware

How it works:

You will have an opportunity to enter 3 workshops where you can learn & ask the speaker questions. There will be 3 20-minute segments. When you enter the workshop, the speaker will teach their most important keys on the topic, and you will have an opportunity to ask questions. At the end of the 20 minutes you can move to another room. For veteran reps & managers, think about this like round tables!

DAY 2
PRIMARY ZOOM LINK

Meeting ID: 971 4182 8619

Password: 114156

Phone # : 1 647 374 4685 (if unable to use zoom app)

SESSION 2 BREAKOUTS

Sales Reps Under \$15k

Career Sales:

Stay on main zoom link
above

Sales Reps Over \$15k

Career Sales:

Meeting ID: 403 243 4236
Password: Service

SESSION 3 BREAKOUTS

Sales Reps :

Stay on main zoom link
above

Divisional Leadership

Academy:

CanRock: 403 243 4236

Password: leaders

PMD: 724 987 2158

MLD : TBD

SUCCESS TIPS FOR VIRTUAL SSC2

1. Be in a quiet area of your house, not a high traffic area. Let everyone know that you are on a virtual conference and you are unavailable.
2. Be as well-lit as possible with lighting in front of you. Please don't have a window behind you.
3. Use an external microphone and headphones if you have them.
4. Ideally keep snack and meal consumption to break times.
5. When you're watching/listening, act like you are truly engaged. Nod your head, focus on the screen, take notes.
6. We would love for you to have your webcam on, so we can see you!
7. Adjust the size of your zoom screen so it takes up half of your screen, and leave the other half available to open handouts/view the agenda.
8. Be sitting at a desk, not sitting in your bed.
9. Virtual backgrounds are cool, but they chew up extra bandwidth.
10. Mute yourself. Press & hold the space bar to talk.
11. Have your cellphone on silent so you are not distracted.
12. Don't do anything embarrassing, we're all watching :)



WHAT TO WEAR

You are a part of a business conference, but it's being done virtually. We want you to be comfortable, but also presentable.

- Dressy Casual top (dress shirt, polo shirt, etc.)
- Comfortable bottoms (you will be sitting for a long time and we are going to be getting active during the breaks)
- No hats
- No hooded sweatshirts
- Make sure you're groomed/coiffed nicely

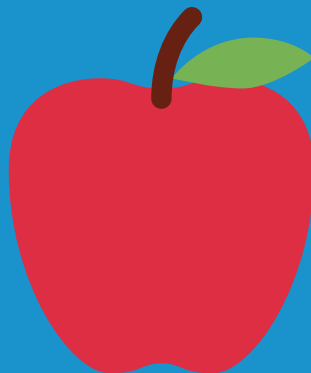


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UNSTOPPABLE IN 2020

WHAT TO HAVE WITH YOU

- Computer with audio (& webcam preferably)
- External headphones/microphone (if you have them)
- Notebook
- Pens
- Snacks (have your meals planned and prepped ahead of time)
- Water
- Agenda
- Handouts (see page 2)



CHANGE YOUR NAME ON ZOOM TO THE FOLLOWING:

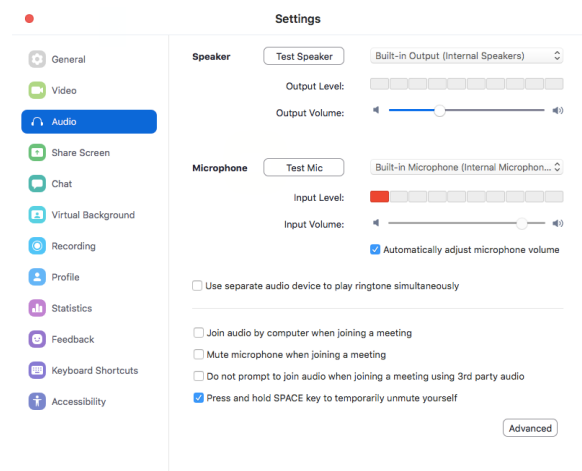
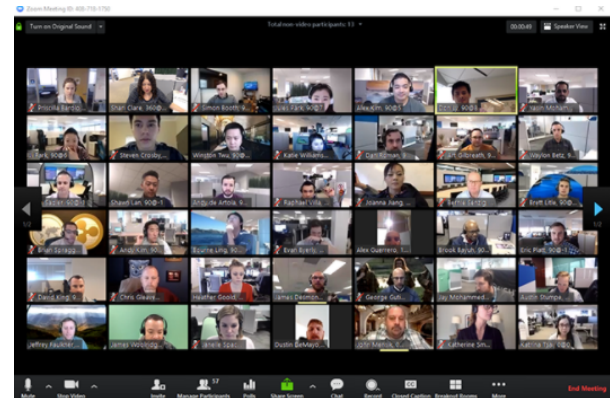
Name, Career CPO, Office

Ex. Jonny, \$128k, Calgary

(You don't need to put the exact career CPO. Round to the nearest thousand. Put \$128k instead of \$128,000 to save space)

ZOOM TIPS

- Download zoom onto your device ahead of time
- Use the Meeting ID & passwords to log in
- Mute button (bottom left corner)
- Press and hold the space bar when muted to speak
- Share/stop share video (bottom left corner)
- Click "more" to find the "chat" function
- Click "Gallery View" in the top right hand corner to view all of the participants
- Check your volume and speakers on zoom prior to the meeting starting. Click "zoom.us" when zoom is open (top left beside Apple symbol on a mac). Click preferences. Click video and audio to test both.
- Raise Your Hand on Zoom - click Participants and then click "Raise Hand"



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