Virtual Sales Presentation Best Practices

## 28 Best Practices for Delivering Engaging Virtual Presentations

- 1. Keep your slides simple! Use a build to bring your points in one by one.
- 2. Always use a headset and avoid talking over a speaker or cell phone.
- 3. Be sure to ask your audience up front if they can hear you okay.
- 4. Focus entirely on what is most important to your audience.
- 5. Use the annotation tools often and mix it up.
- 6. Tell stories to support your points.
- 7. Add photos to support your points.
- 8. Have an agenda and follow it throughout the entire meeting.
- 9. Speak with enthusiasm. And smile. It will always come through.
- 10. Make the most of your voice. Speak with volume, clarity and articulation.
- 11. Interact often! Ask questions, field questions, take polls, have conversation, and more...
- 12. Address individuals by their first name at least once or twice each if possible.
- 13. Have a second computer logged into your meeting so you can see what they see.
- 14. Start your meeting and load your documents at least 30-60 minutes in advance.
- 15. Rehearse and do a dry run ahead of time with someone else or your second computer.
- 16. Include photos of yourself, any other presenters, and your audience if appropriate.
- 17. Have a clear structure for your presentation. A beginning, middle and end.
- 18. Begin your presentation with a "Grabber Opening" to capture attention.
- 19. Add some "Hollywood" to your presentation. Stories, photos, video, graphics, and more.
- 20. Limit your presentation to 30-60 minutes if possible, unless it's a training program.
- 21. Eliminate background distractions, such as kids, dogs and dishes.
- 22. Stand and deliver when you have the opportunity this frees up your energy.
- 23. Take great care of your voice avoid dairy, smoking, caffeine and alcohol beforehand.
- 24. Give incentives to stick around until the end of your presentation.
- 25. Have a co-host or a moderator when possible to make it more entertaining.
- 26. Practice presenting as much as possible. It will take practice to get great.
- 27. Print your notes, but work from an outline ideally. Memorize your opening and close.
- 28. Know your web conferencing platform really well!!!



