

EXECUTIVE NEXT PRACTICES FORUM

Connect • Collaborate • Innovate

February 18, 2021 12pm – 1pm PST

New Strategies for Lead Generation, Engagement and Commitment in a Virtual Marketplace

In a virtual business development environment, companies are learning to pivot and upgrade their selling techniques to stay competitive.

Register here: www.enpinstitute.com/events

In this one-hour advanced session, you will discover:

1. Create an immersive, omni-channel sales process to keep prospects & clients engaged
2. How to keep people engaged during the virtual sales process so they take the next step
3. How to use video to build trust with clients and prospects remotely to win more business

Featured Speakers Include:

Jayson Duncan, CEO Miller Farm Media/ Practice Leader Nextworks Strategy:
Thought leader in omni-channel strategies, video marketing & sales system development

Scott Hamilton, CEI Nextworks Strategy: Business strategy & execution advisor,
thought leader in organization design, structure and customer centricity programs

UCI Beall
Applied Innovation



NextWORKS™
Creating Insight, Building Capability

greater irvine
chamber
Destination Point
Economic Development



Who will attend: Business Owners, CEOs, CMOs, Digital Sales & Marketing Professionals, Consultants