

The slide features decorative geometric shapes in the corners. The top-left corner has a light blue circle and a pink arc. The top-right corner has a blue circle, a red circle, and a dark blue circle. The bottom-left corner has a light blue circle, a pink circle, a blue circle, and an orange circle. The bottom-right corner has a light blue circle and a pink arc.

Elevating Sales Excellence

Exploring Virtual Sales Training and Recognition



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Introduction to Integrity Solutions



Recognized Excellence

Selling Power has named Integrity Solutions one of the Top Virtual Sales Training Companies of 2024.

This marks the fifth consecutive year of recognition for Integrity Solutions' virtual sales training programming.

Impact of Virtual Selling

Virtual selling has transformed customer-salesperson interactions.

Sales professionals require new skills, tools, and confidence for success in virtual settings.

Criteria for Selection

Selling Power evaluates companies based on engagement strategies, learner retention methodologies, and innovation in response to market changes.

Client satisfaction and feedback are key factors in the selection process.

Virtual Sales Training Program

Integrity Solutions offers Virtual Selling With Integrity™, a blended learning experience.

The program includes dynamic virtual content, real-world deal-based exercises, and virtual coaching with live Integrity Advisors.

Global Reach

Integrity Solutions has over five decades of experience in providing sales training solutions in 130 countries and various industries.

Industries served include healthcare, financial services, manufacturing, energy, utilities, and agriculture.



Virtual Sales Training Programs

Recognition by Selling Power

Integrity Solutions named one of the Top Virtual Sales Training Companies of 2024 by Selling Power.

Fifth consecutive year of recognition for their virtual sales training programming.



Recognition by Selling Power

Top Virtual Sales Training Company

Integrity Solutions has been named one of the Top Virtual Sales Training Companies of 2024 by Selling Power.

Consistent Recognition

This marks the fifth consecutive year that Integrity Solutions' virtual sales training programming has been included on this prestigious list.

Focus on Virtual Selling

Integrity Solutions is recognized for helping sales organizations navigate the growth in virtual selling and equipping salespeople with the necessary skills and confidence.

Evaluation Criteria

Selling Power considers factors such as participant engagement strategies, learner retention methodologies, and innovation in response to market changes when selecting top virtual sales training companies.

Virtual Selling With Integrity™

One of Integrity Solutions' acclaimed programs, offering a blended learning experience with dynamic virtual content, real-world exercises, and virtual coaching with live Integrity Advisors.

Impact of Virtual Selling

Recognition by Selling Power

Integrity Solutions named one of the Top Virtual Sales Training Companies of 2024 by Selling Power.

Fifth consecutive year of recognition for their virtual sales training programs.

Changing Sales Landscape

Virtual selling has transformed customer-salesperson interactions.

Salespeople require new skills, tools, and confidence for success in virtual settings.

Criteria for Selection

Selling Power evaluates engagement strategies, learner retention methodologies, and innovation in response to market changes.

Client satisfaction and feedback are key factors in the selection

process.

Virtual Selling With Integrity™ Program

A blended learning experience offering dynamic virtual content and real-world deal-based exercises.

Includes virtual coaching with live Integrity Advisors for enhanced learning.

Global Reach of Integrity Solutions

Operating in over 130 countries across various industries including healthcare, financial services, manufacturing, and more.

Over five decades of providing sales training and leadership solutions.

Evaluation Criteria for Top Sales Training Companies

Engagement Strategies

Innovative approaches to keep participants engaged throughout the training program.

Learner Retention Methodologies

Effective methods to support long-term retention of knowledge and skills acquired during training.

Adaptability and Innovation

Ability to respond to evolving customer needs and market dynamics with innovative training solutions.

Client Satisfaction

Surveys and feedback from clients to gauge overall satisfaction with the sales training programs offered.

Virtual Coaching Integration

Incorporation of virtual coaching sessions to provide personalized guidance and support for sales professionals.

About Integrity Solutions

01

Recognized Excellence

Selling Power named Integrity Solutions one of the Top Virtual Sales Training Companies of 2024.

This marks the fifth consecutive year of recognition for Integrity Solutions' virtual sales training programs.

02

CEO Insight

Brett Shively, CEO of Integrity Solutions, emphasizes the impact of virtual selling on customer interactions.

Sales professionals require new skills, tools, and confidence for success in virtual settings.

03

Evaluation Criteria

Selling Power evaluates companies based on engagement strategies, learner retention methodologies, and innovation in response to market changes.

Client satisfaction and feedback play a crucial role in the selection process.

04

Program Highlight

Virtual Selling With Integrity™ is a blended learning experience offered by Integrity Solutions.

The program includes dynamic virtual content, real-world exercises, and virtual coaching with Integrity Advisors.

05

Global Reach

Integrity Solutions has over five decades of experience in providing sales training solutions across 130 countries and various industries.

Industries served include healthcare, financial services, manufacturing, energy, utilities, and agriculture.