



THE SALES GAME: VIRTUAL EDITION

Welcome Sales Gamer!

If you're reading this, that means you're about to play The Sales Game. If it's your first time, welcome. If it's your second time, welcome back. If it's your third time or beyond, we respect the commitment but seriously, don't you have a cat to feed or something?

But regardless of whether your cat has been fed or not, we just have a few ground rules to run you through before we kick off. Some greens to eat before dessert. Some squeeze before the juice. Some metaphor or analogy before we just get the hell on with it...

First things first (and this is where it gets serious), please remember The Sales Game is an educational program first and foremost. What you're about to learn about yourself and others will truly astound you, if you're willing to remain curious and let the learnings land in their own way. People call The Sales Game 'the single greatest event they've ever attended' because of *what they learned*, not because of the prize they took home. So, come for the learnings and if you happen to have a win, then well done and enjoy your prize as much as you damn well please!

Secondly, The Sales Game is a place of respect for all players – including the winner. Not happy with *how they played the game*? That might be a 'you' thing. None of this 'tall poppy syndrome' they talk about in the movies. Instead, we relish the opportunity to congratulate and respect our Sales Game champions – they got there because they deserve to be there.

Third is our general housekeeping rules. Please read carefully:

1. Your webcam must be on when you're at your computer

One of the major components of human interaction and communication is body language and facial expression – let it be seen! Flaunt it if you got it.

2. Your audio must be available and a microphone is required.

This can be as simple as your iPhone AirPods, but you must have something at least. No 'external microphones' allowed as they pick up quite a bit of outside noise, and no one needs that – especially not you when you become 'that one with the annoying audio'.

3. If any outside audio is disrupting please MUTE.

Neighbour got a barking dog? Mute yourself. Husband playing with tools in the shed? Mute yourself. Wife yelling at you for playing with tools in the shed when you should be trying to win The Sales Game? Mute yourself.

4. Join The Sales Game – WhatsApp Group for notifications.

This is where we'll be hanging out during the parts of the game. We'll give you instructions for how to join this group using the app on your phone. The future is the best, isn't it?

6. Be available and present for the whole day.

Whether you're winning, losing, hit a wall or plotting world domination, please be present the entire day. Remember the purpose of this event is learning first, winning second – and there's still so much for you to learn.

7. You must show respect and consideration for all players.

This one should go without saying. Don't be a 'one of those types'. That means no verbal harassment or bullying, racism, sexism, or anything that even comes remotely close any other form of -ism.

8. If you break the rules, you're banned from the Game.

The Sales Game is like a good glass of wine: full of class and best enjoyed over a deep conversation with those you respect. If you can't appreciate the wine, we ask you to pass your glass to someone who can.

9. You must have a working laptop and phone.

Well, you can play without them, but you're not going to get very far! FYI – you'll be using the computer to experience the 'classroom' aspect of the event, and your phone to start making deals.

10. Your internet connection MUST be a stable and consistent one.

The further away you can get from the days of dial-up, the better. Remember the awful noise that used to make?

ADDITIONAL DETAILS:

1 Day Online Event:

We will be running the online event from 8.00am to 6.00pm, and it is a 1-day event only. Repeat: The game *will* end at 6.00pm.

At this point, the winner will be the one with the most chips and they will be crowned our Sales Game Champion, taking home the prize pool, which is dependent upon the total amount of players (25 Player Room = \$2,000 prize money)

Charity Donation:

A portion of the prize pool will also be automatically donated to charity to support those directly affected by the current COVID-19 situation. We thank you greatly in advance for your contribution as a group to this cause.

SUPPORTING EDUCATION AND MATERIALS

These additional materials are here to support your learning *after* the event itself. They're completely self-paced and are here as an added bonus! Like one of those chocky freckles they give you on the side of a coffee sometimes. You don't have to eat it but boy is it a nice extra touch when you do.

Sales Game Online Learning Hub

Join Darcy J Smyth and Steve Claydon (Creators of The Sales Game) as they take you deeper into the learnings covered in The Sales Game online event. Additional videos and resources, all yours and ready to devour at your leisure.

The Sales Game Audiobook and PDF

Keen to hear more about how The Sales Game came to be? The thinking behind it's creation and how it became such a rapidly desired phenomenon in the sales training world are all revealed in this audiobook (and readable PDF for those with extra time on their hands).

The 'A Game' Poster

In the world of sales, 'emotional stability' (being in charge of how we think, feel and act) is critical to long-term success. This comprehensive flowchart makes it simple, easy and clear how to move through those tougher times and stay on top of things.

(Please note the above supporting education and materials will be shared at the end of The Sales Game)

There we have it, team!

Here's looking forward to having you at the online event and of course if there's anything extra we can do for you in between now and the start, just say the word! We're always here to support your Sales Game experience. We're kind of obsessed with seeing you have a good time.

Darcy and Steve

Creators: The Sales Game