



Attendee Chat Log – June 16, 2020

John O'Brien (to All): 1:16 PM

Is anyone starting to see a little bit of push back from OEMs to get on TEAMS/Webinar meeting as their schedules are filling?

Jennifer Eby (to All): 1:21 PM

Zoom is EXHAUSTING!

Conley Mark (to All): 1:21 PM

Getting sitting at home fatigue!

Gary Smith (to All): 1:25 PM

Do you have a Strategy for a 2nd wave of COVID-19 ?

John O'Brien (to All): 1:30 PM

Is anyone using some to the tricks/techniques from Graham's session at 2019 Conference? I've found them very helpful.

Lori Bruno (to All): 1:31 PM

I've been posting on our company LinkedIn page, as well as my personal LinkedIn page. I'm typically creating my own "marketing" piece and post it. I think it's important to use the right hashtags and also to have the rest of your team post to their pages too. We all have different contacts.

Steve Cholas (to All): 1:31 PM

rarely do lead techniques work well if the website dev. and performance is not attended too properly-- site dev, ui/ux and tech stack connection has to be done right

Steve Cholas (to All): 1:36 PM

Would a 2nd wave mean layoffs?

Chuck Tanzola (to All): 1:38 PM

I think an unknown effect of a second wave is really the psychological impact of a perceived set back - handling the specifics of the increased rate of positive cases in a second wave would be similar logistically to the first wave, but if we have Zoom fatigue now; it would be worse – IMHO.

Gerardo (to All): 1:41 PM

Supply chains are being reconsidered at a global scale. Reps will become ever more essential when manufacturing from overseas starts returning to our respective territories.

John O'Brien (to All): 1:42 PM

Our salespeople's best local relationships are actually texting more

Gary Smith (to All): 1:42 PM

Do you see customers coming back on line or more layoffs? And is it industry specific ?

Jani Duffy (to All): 1:42 PM

There is a lot of design activity but are you seeing customers placing orders? When do you predict the market will turn around?

Steve Cholas (to All): 1:44 PM

And amazon might be the next owner of Zoom

Mike Singer (to Organizers): 1:46 PM

Restaurants are starting to use QR codes for their menus. There are ways to use QR codes in the rep business also.

John OBrien (to All): 1:46 PM

I keep a collared shirt hanging on the back of my door for when I have to go live on camera

ROBERT FOERTSCH (to All): 1:51 PM

A second wave is inevitable. It depends on your region.

Jeff Bergstein (to All): 1:52 PM

I agree Bob. I see people being lax lately.

Robert Giudicianni (to All): 1:53 PM

My best success has been connecting human to human first through this transition. Bryan is spot on.

Donna Mears (to All): 1:53 PM

Hotels across the country on the major highways seem to be open, and I know of a few that have stayed in them. I have chosen to drive for all personal travel, up to 13 hours, and avoided hotels so far. The Hilton commercial with the "sealed rooms" is not consistent or true from my unofficial poll so no real special accommodations at hotels in general.

Gerardo (to All): 1:54 PM

Great point Robert G. I agree wholeheartly.

Aparna Sproelich (to All): 1:55 PM

Some of the engineers that I am speaking with do not want to be on video calls. They want to keep using only audio part of Zoom or video chat. Also, sometimes video feed needs to be cut as there may be a bandwidth issue. (meaning words you hear don't match the mouth movements.. so you have a video freezing.)

Gary Smith (to All): 1:57 PM

Longer life of mature products

Chuck Tanzola (to All): 1:57 PM

I wonder if we will see a rash of "re-starts" on new product development after things normalize as customers look to leapfrog where they were headed before CV19.

