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# 10 Tips on How to Manage WFH While Keeping Your Sanity

1. How do we maintain motivation to develop new business during this time of uncertainty?
  - Be forward thinking.
2. How do we maintain remote relationships that require effort to stay strong?
  - Start with a growth mindset and create a new road map.
3. What are some tips for improving body language on Video Calls?
  - Sit up tall and be engaged.
4. How does one get comfortable being uncomfortable?
  - Acknowledge you are uncomfortable.
5. Any ideas on how to manage stress/anxiety of possible cutbacks within our own companies?
  - Maintain balance and a clear head.
6. What if I lose an internal advocate at a client company and have to start over?
  - Build new advocates.
7. Is there a time when it's best not to do a Video meeting? (Besides when you aren't dressed appropriately?)
  - Video calls are the best way of connecting with others.
8. People who are not good with change are struggling to adapt to the new environment. Do you have any suggestions or strategies that can be applied to help with their effort?
  - Change is the new norm.
9. Have you found that people are more mindful or tolerant since the start of the crisis? What are some best practices to maintain a positive attitude as we move forward?
  - Be empathetic, use emotional intelligence.
10. Many people say "when we get back to normal" but is that something you think we'll see? Or, will we adapt to a "new normal" as we did after 9/11?
  - There's no such thing as "normal", since we don't know what lies ahead.