

salesOctane

HOW TO MAKE AN OCTANE SELFIE



Print and Practice

- Print the language/role play for the illustration.
- Role-play the technique with someone playing the role of the customer.
- **Practice! Practice! Practice!**
- **Then...start the video recording.**





Record... EVERYTHING!

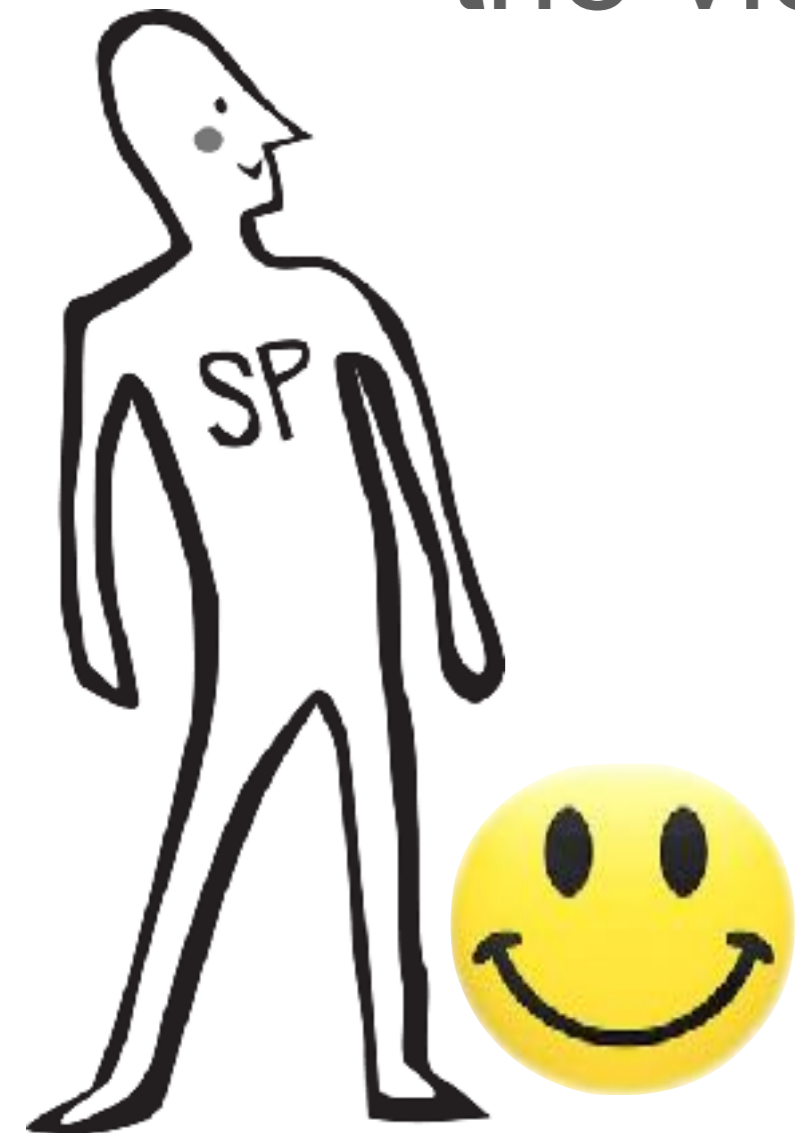
- Put your phone/tablet in VIDEO mode.
- Select the “reverse camera” mode and set it up to see yourself in the screen.
- Start the recording and begin the role-play.
- **DO NOT** stop the recording when you make a mistake. Keep the video rolling!



Once you are done... Get Rid of the Junk!

- Use your phone, Mac or PC to edit the video. (download if you have to)

- Trim away all of the practice.
- Keep only the section of the video which represents your **BEST EFFORT!**
- Watch the final video clip one last time to make sure



Hit “Send”

- Keep a copy of your video on your phone, Mac or PC for review.
- Send the video to your team leader.
- Review the video with them taking notes on what you did well and the areas you want to modify.

