

# VECTOR FIRM Academy

Month	Topic
July 2022	Closing Sales
June 2022	Selling into Vertical Markets
May 2022	Interpersonal Skills for Salespeople
April 2022	Selling Services to Enterprise (Large) Accounts
March 2022	How Salespeople Can Get the Most from LinkedIn
February 2022	Qualifying Leads and Opportunities
January 2022	Having Difficult Conversations with Customers
December 2021	Creating an Annual Sales Plan
November 2021	Powerful Storytelling
October 2021	Research and Organization – The Forgotten Stage of Sales
September 2021	Selling to Technical People
August 2021	Getting it Done
July 2021	Winning More Business from Current Customers
June 2021	The True Value of Hosted and Managed Services
May 2021	How to Spark Transparent Dialogue from Probing Questions
April 2021	Twenty Ways Salespeople Can Differentiate Themselves
March 2021	The First Four Minutes of a Sales Call
February 2021	How to Make Outbound Calls in the 2020's
January 2021	Vision Meetings – The Best Technique to Winning Life-Long Clients
December 2020	Staying Motivated & Managing Sales Performance Anxiety
November 2020	Nine Things Salespeople can Expect in 2021
October 2020	Writing an Executive Summary

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<b>September 2020</b>	Navigating Complex Accounts
<b>August 2020</b>	Forecasting and Pipeline Management
<b>July 2020</b>	Asking Personal Questions
<b>June 2020</b>	Growing with Partners
<b>May 2020</b>	Creating Unsolicited Ideas
<b>April 2020</b>	Leading a Virtual Sales Call
<b>Special Session</b>	Five Stay-at-Home Ideas Salespeople Can Implement Immediately
<b>March 2020</b>	Handling the Top 3 Objections: Price, Lead Time, We Already Have a Provider
<b>February 2020</b>	How to Handle Objections in 2020
<b>January 2020</b>	Your Outbound Calling Plan
<b>December 2019</b>	Setting and Achieving Sales Goals
<b>November 2019</b>	How to Handle Changes at Your Accounts
<b>October 2019</b>	Selling to Do-it-Yourself (DIY) Accounts
<b>September 2019</b>	Twelve Quick and Easy Business Development Ideas
<b>August 2019</b>	Selling Managed Services to New Prospects
<b>July 2019</b>	Seven Ideas to Keeping Competition out of Your Accounts
<b>June 2019</b>	Time Management for Salespeople - Part 2
<b>May 2019</b>	Time Management for Salespeople - Part 1
<b>April 2019</b>	Proposal to Close...How to Win
<b>March 2019</b>	Selling Cloud (Hosted) Services
<b>February 2019</b>	Ten Ideas to Building & Nurturing Relationships in Today's Environment
<b>January 2019</b>	How to Sell Your Value Proposition
<b>December 2018</b>	Winning the Committee Decision

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<b>November 2018</b>	Five Tactical Ways to Get in the Door
<b>October 2018</b>	How to Sell Service Agreements
<b>September 2018</b>	Digital Tools to Assist Sales People
<b>August 2018</b>	7 Ideas to Beat Low-Cost Providers
<b>July 2018</b>	Delivering Excellent Sales Presentations
<b>June 2018</b>	Bionic Listening
<b>May 2018</b>	Modern Day Networking
<b>April 2018</b>	Modern Day Prospecting
<b>March 2018</b>	Developing Relationships with A&E Firms and Consultants
<b>February 2018</b>	How to Ask Questions Part 2
<b>January 2018</b>	How to Ask Questions Part 1
<b>December 2017</b>	Proactive Account Management
<b>November 2017</b>	Building Your Annual Sales Plan
<b>October 2017</b>	Making an Immediate Impact with New Prospects
<b>September 2017</b>	Social Selling for Sales Professionals
<b>August 2017</b>	Getting in the Door Using Email