

# VECTOR FIRM Academy

Month	Topic
November 2021	Nine Things Salespeople can Expect in 2021
October 2020	Writing an Executive Summary
September 2020	Navigating Complex Accounts
August 2020	Forecasting and Pipeline Management
July 2020	Asking Personal Questions
June 2020	Growing with Partners
May 2020	Creating Unsolicited Ideas
April 2020	Leading a Virtual Sales Call
Special Session	Five Stay-at-Home Ideas Salespeople Can Implement Immediately
March 2020	Handling the Top 3 Objections: Price, Lead Time, We Already Have a Provider
February 2020	How to Handle Objections in 2020
January 2020	Your Outbound Calling Plan
December 2019	Setting and Achieving Sales Goals
November 2019	How to Handle Changes at Your Accounts
October 2019	Selling to Do-it-Yourself (DIY) Accounts
September 2019	Twelve Quick and Easy Business Development Ideas
August 2019	Selling Managed Services to New Prospects
July 2019	Seven Ideas to Keeping Competition out of Your Accounts
June 2019	Time Management for Salespeople - Part 2
May 2019	Time Management for Salespeople - Part 1
April 2019	Proposal to Close...How to Win
March 2019	Selling Cloud (Hosted) Services

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<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
<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