

VECTOR FIRM Academy

| Month | Topic |
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| 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 |
| 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 |

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| 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 |
| February 2019 | Ten Ideas to Building & Nurturing Relationships in Today's Environment |
| January 2019 | How to Sell Your Value Proposition |
| December 2018 | Winning the Committee Decision |
| November 2018 | Five Tactical Ways to Get in the Door |
| October 2018 | How to Sell Service Agreements |
| September 2018 | Digital Tools to Assist Sales People |
| August 2018 | 7 Ideas to Beat Low-Cost Providers |
| July 2018 | Delivering Excellent Sales Presentations |
| June 2018 | Bionic Listening |
| May 2018 | Modern Day Networking |
| April 2018 | Modern Day Prospecting |
| March 2018 | Developing Relationships with A&E Firms and Consultants |
| February 2018 | How to Ask Questions Part 2 |
| January 2018 | How to Ask Questions Part 1 |

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| December 2017 | Proactive Account Management |
| November 2017 | Building Your Annual Sales Plan |
| October 2017 | Making an Immediate Impact with New Prospects |
| September 2017 | Social Selling for Sales Professionals |
| August 2017 | Getting in the Door Using Email |