VECTOR FIRM Academy

Month	Topic
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 September 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 CloseHow 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 Digital Tools to Assist Sales People August 2018 T Ideas to Beat Low-Cost Providers July 2018 Delivering Excellent Sales Presentations Bionic Listening May 2018 Modern Day Networking May 2018 Developing Relationships with A&E Firms and Consultants February 2018 How to Ask Questions Part 2		
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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