

VECTOR FIRM Academy

Month	Topic
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
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

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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
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

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February 2018	How to Ask Questions Part 2
January 2018	How to Ask Questions Part 1
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