

VECTOR FIRM Academy

Month	Topic
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 Sales People - Part 2
May 2019	Time Management for Sales People - 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

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April 2018	Modern Day Prospecting (delivered live from Las Vegas)
March 2018	Developing Relationships with A&E Firms and Consultants
February 2018	How to Ask Questions Part 2

January 2018	How to Ask Questions
December 2017	Proactive Account Management
November 2017	Building Your 2018 Sales Plan
October 2017	Making an Immediate Impact with New Prospects
September 2017	Social Selling for the Security Sales Pro
August 2017	Strategic Prospecting - Getting in the Door Using Email

