



SALES VELOCITY ACADEMY

BY VICTOR ANTONIO

COURSE	PROSPECTING	CLOSING	DEAL SIZE	SALES CYCLE
How To Sell		●		
New Rules of Selling		●		●
Inside The Customer's Brain		●		●
Effective Sales Presentations		●	●	●
How To Block Objections		●		
Closing Credibility Gap	●	●		●
Sell More... Faster	●			●
Qualifying Sales Opportunities		●	●	●
Accelerating Performance	●	●	●	●
52 Sales Fundamentals		●		
Total Cost of Ownership	●			●
Getting Past the Gatekeeper	●		●	●
Qualifying Real Buyers	●	●		●
Asking Great Sales Questions	●		●	●
Qualifying Sales Opportunities	●			●
Time Management	●			
Predictable Prospecting		●	●	●
Inbound Selling		●	●	
Upselling		●		●
Business Metrics for Salespeople		●		●

COURSE	PROSPECTING	CLOSING	DEAL SIZE	SALES CYCLE	
Influencing Change		●	●		
Sales Presence		●		●	
Shifting Buyer's Mindset		●			
Getting Referrals	●			●	
Body Language For Salespeople		●	●		
Cold Calling Success	●			●	
The Perfect Voicemail	●			●	
Negotiation and Persuasion		●		●	
The Art of Negotiation		●			
Discounting Countermeasures		●	●	●	MANAGEMENT
Value Centric Selling		●		●	
PROductive Meetings					●
Getting in Front of Decision Makers	●			●	
Sales Force Management					●
Hire Smarter					●
Channel Sales	●			●	
High-Tech Selling		●	●	●	
Developing a Sales Culture					●
Pricing Strategies		●	●	●	
Rescue a Struggling Salesperson					●
Sales Compensation Plan					●
9-Step AI Framework	●			●	●
Hero Story Presentation		●		●	

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