



Victor Antonio
International Sales Trainer

SALES VELOCITY ACADEMY

POSITION YOUR VALUE, NOT YOUR PRICE

COURSE	PROSPECTING	CLOSING	DEAL SIZE	SALES CYCLE
How To Sell 101				●
New Rules of Selling		●		
Inside The Customer's Brain		●		●
Effective Sales Presentations		●		●
How To Block Objections		●	●	●
Closing The Credibility Gap	●	●		
Sell More...Faster	●	●		●
Qualifying Sales Opportunities	●			●
Accelerating Sales 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		●	●	
Sales Conversations		●		●
Business Metrics for Salespeople		●		●

COURSE	PROSPECTING	CLOSING	DEAL SIZE	SALES CYCLE	
Influencing Change		●	●		
Sales Presence		●		●	
Shifting Buyer's Mindset		●			
Getting Referrals	●			●	
Influencing Change		●	●		
Sales Presence		●		●	
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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