**2025 VIRTUAL SALES MEETING**

**RESOURCES: Sales Content, Training & Planning Tools**

**The following list of resources is based on our “Dundi Awards” session:**

**The Trendiest Salesperson Award**

* [Question guide on how to view the Sales Revenue Dashboard (to identify trends and gaps in how members have utilized our solutions)](https://www.limra.com/siteassets/about/sales-repository/additional-resources/sales-revenue-dashboard-qa.docx)

**Most Prepped Prepper Award**

* [Report Request Form](https://www.limra.com/siteassets/about/sales-repository/additional-resources/report-request-form_jan2025.pdf)-please complete to send your report requests to Nancy/Renae
* Note: Sean O’Donnell will conduct training on the Tableau Dashboards in March/April

**The Chattiest Salesperson Award**

* [7 powerful predictors of a closed-won opportunity](https://cloudmybiz.com/tip-of-the-week-avoid-surprises-close-more-deals-with-this-infographic-from-salesforce/)
* [Cheat sheet activity logging](https://www.limra.com/siteassets/about/sales-repository/additional-resources/cheat-sheet-1_salesforce-activity-logging_emails--meetings_august-2024.pptx)

**The Cleanest Salesperson Award**

* [Video on how to “clean your room” using the CYR dashboard](https://app.vidcast.io/share/480ec7c2-78a8-4339-a81b-a1cbaaeef563)

**Most Studied Learner Award**

* [Learning path-Contracts in Salesforce](https://www.linkedin.com/learning-login/share?account=91478690&forceAccount=true&redirect=https%3A%2F%2Fwww.linkedin.com%2Flearning%2Fpaths%2Fll-global-sales-opportunities-contracting-process%3Ftrk%3Dshare_ent_path_url%26shareId%3D8Zh%252FyLqPQxiEgSOTl5PPjw%253D%253D)
* [Vidcast library](https://app.vidcast.io/playlists/b090211c-740d-4cf4-ac03-1b747baafd73) – short videos on all Salesforce enhancements 2023-2024

**Most Resourceful Salesperson Award**

* [Resource Hub Home Page](https://llglobal.lightning.force.com/lightning/r/CollaborationGroup/0F93x000000UAAkCAO/view): *all pages can be accessed from this home page*
* *Top 5 most downloaded resources in 2024/Q3:*
  + *#1:* [*Creating a LIMRA.com or LOMA.com account*](https://www.limra.com/siteassets/about/sales-repository/organizational-capabilities/limra-and-loma-account-instructions.pdf)***-****Instructions for Members (also #1 in Q1 & Q2 2024)*
  + *#2* :[*Presentation- Thrivent HR Leadership*](https://view.officeapps.live.com/op/view.aspx?src=https%3A%2F%2Fwww.limra.com%2Fsiteassets%2Fabout%2Fsales-repository%2Fproduct%2Fprofessional-development%2Fthrivent-hr-limra-loma-presentation.pptx&wdOrigin=BROWSELINK)*(June 20 ’ 24, by Kelly Fehring)*
  + *#3:* [*Monthly Content Feeder*](https://www.limra.com/siteassets/about/sales-repository/organizational-capabilities/monthly-content-feeder.docx)
  + *#4:* [*News you can Use Newsletter*](https://llglobal.lightning.force.com/lightning/r/CollaborationGroup/0F93x000000g7M6CAI/view) *(launched July 2024)*
  + *#5:* [*FLMI Certificate*](https://www.limra.com/siteassets/about/sales-repository/product/professional-development/talent-mobility-suite/battle-card_flmi-level-1.pdf)*(Level I) Battlecard*