



Beyond the Deal Shorts

Beyond the Deal Shorts highlights the lead story from each month's newsletter. Beyond the Deal is your inside look at what's happening in sales enablement across the US Region. We know success in today's market takes more than closing deals. It's about staying connected to the insights, tools, and people shaping our success. Each month, "Beyond the Deal" will bring you the latest news, updates, and resources to help you move the business forward, *together*.

Let's go... #beyondthedeal.

Beyond the Deal Shorts



Introducing...Enablement Academy! | Beyond the Deal (Sep)

24 days ago | 33 Views



BD Way of Selling | Beyond the Deal (Aug)

2 months ago | 51 Views | 1 Reaction



What's New in Salesforce | Beyond the Deal (Jul)

3 months ago | 68 Views | 1 Reaction

Past Releases

September 22, 2025

August 26, 2025

July 21, 2025

June 16, 2025

May 19, 2025

April 21, 2025

Your story matters. Share it with us or discover how others are making an impact in Beyond the Deal.

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Beyond the Deal Monthly Newsletter

(Screenshots)

Beyond the Deal

What's Happening in Sales Enablement

IN THIS ISSUE: [What's New in Salesforce?](#) | [Sales Excellence](#) | [Professional Development](#) | [Compensation](#)

Welcome to the first issue of "Beyond the Deal"—your inside look at what's happening across the US Region. We know success in today's market takes more than closing deals. It's about staying connected to the insights, tools, and people shaping our success. "Beyond the Deal" will bring you the latest news, updates, and resources to help you move the business forward—*together*. Let's go... #beyondthedeal.

19 May, 2025

U.S. Sales Enablement

Transforming CRM, Empowering YOU!

At Your Fingertips: Simplifying Speed and Customer Connection

Customer Event Logging: Easily log customer interactions—such as calls directly from your mobile device or desktop. Activities can be recorded from account, or customer page, giving you a clearer view of every customer (enhancing your overall insights). Learn more about how to log your customer interactions.

Opportunity Simplification and Standardization: The opportunity overview and business value strategy are prominently positioned to highlight important details, reducing excessive complexity. In addition, unused fields have been removed for a clearer, more organized view.

Standardized Fields: The opportunity overview and business value strategy are prominently positioned to highlight important details, reducing excessive complexity. In addition, unused fields have been removed for a clearer, more organized view.

Smarter Planning, Streamlined Contacts, and Integrated Insights: This month's enhancements are all about helping sellers work more efficiently (Einstein Activity Capture, simplified contacts) and stay focused on top opportunities (Account Plans, inquiry enhancements). These updates focus on simplifying day-to-day tasks, enhancing data integration, and empowering teams with smarter tools to drive results. Plus, our new Salesforce environment has a new refreshed look!

At Your Fingertips:

- Field Coaching Notifications
- Account Plans
- Simplified Contact Layouts
- Einstein Activity Capture (EAC)
- Inquiry Enhancements

salesforce change hub

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SALESFORCE COACHING & STREAMLINED WIN ROOM REVIEWS

Win Room Reviews just got a major upgrade! Managers can now validate multiple opportunities in a single entry—no more logging one deal at a time. This enhancement saves time and makes it easier to track progress across a deal's critical phases.

AT YOUR FINGERTIPS: WIN ROOM REVIEW MULTI-OPPORTUNITY SELECTION

Win Room Reviews just got a major upgrade! Managers can now validate multiple opportunities in a single entry—no more logging one deal at a time. This enhancement saves time and makes it easier to track progress across a deal's critical phases.

VIDEO