



ECIA Member Newsletter

June 03, 2020

New Research and Analysis Published By ECIA

May 25 - June 3, 2020

Many of the published reports are for members only, with more detailed reports available to the companies that participate in the reporting. Please log into www.ecianow.org to access reports on the [Stats & Insights page](#).

- North American **Monthly** Interconnect, Passive and Electromechanical (IP&E) Components Indexes (MS-414-M) – May 2020 (Participants only)
- North American **Weekly** Interconnect, Passive and Electromechanical (IP&E) Components Indexes (MS-414-W) – Week Ending May 24, 2020 (Participants & Members only)
- North American Electronic Component **Quarterly** Sales Trends (ECST-QTLY) – Q2 2020 (Members)
- North American Electronic Component **Monthly** Sales Trends (ECST-MNTH) – May 2020 (Members)
- Coronavirus Impact Survey – Update 7: Results of Manufacturer & Distributor Survey Ended – May 26, 2020 ([Coronavirus Resources Page](#) - Synopsis available to Public, Detail to Members Only)
- Presentation- The Electronics / Semiconductor Questions: How Deep? How Long? What Shape? – May 28, 2020 ([Coronavirus Resources](#) Members Page)

Please direct any questions regarding ECIA reports to Chief Analyst Dale Ford: dford@ecianow.org

Webinar Focuses on Leveraging LinkedIn

June 18 | 2:00 PM EDT | [Register Here](#)



Graham Kilshaw, CEO of Lectrix provides tips on leveraging LinkedIn. Now more than ever, anyone who interacts with customers is the face of your company. With traditional tradeshows and client visits on hold, social media and video communication have emerged as the primary means of engaging new and existing customers. LinkedIn's importance in prospecting has only grown in recent days – and with fewer channels available to get your message

out – it's critical you do it right. Do you know how to leverage your whole team to turn LinkedIn into one of the most powerful tools in your sales toolbox?

In this 45-minute webinar, your team will receive a practical 101 on how to:

- Set up and optimize your LinkedIn profile
- Build a consistent activity schedule
- Develop the right audience
- Identify and connect with prospects
- Establish a team social effort

[Register today](#) and encourage your team to join in!

In this Issue...

1. [Published research Week of 5/25](#)
2. [Webinar on LinkedIn Strategy](#)
3. [New ECIA Service Partner](#)
4. [Did You Know? Sales Training](#)

Upcoming Events

Thursday, June 4

- [Professional Sales Management Coaching and Training Skills](#)

Thursday, June 18

- [LinkedIn Basics](#)

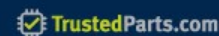
Sunday - Tuesday, Oct. 25-27

- [Executive Conference](#)

Weekly Economic Trends National Association of Manufacturers

By special agreement ECIA is pleased to present NAM Chief Economist Chad Moutray's weekly analysis of key U.S. government economic data and manufacturing industry trends in the [NAM Economic Report - June 1: NAM Manufacturers Outlook Survey May 2020](#).

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ECIA Welcomes New Service Partner

We are pleased to announce that [Compliance & Risks](#) has joined the ECIA Service Partner (ESP) Program. The program was established to extend the value and offering of the Association to its members. By partnering with outside organizations that have a proven track record of working with our industry, ECIA can offer additional benefits to our members with subject matter experts like Compliance & Risks.

Compliance & Risks is recognized as the end to end global regulatory solutions provider across the technology, consumer goods and retail, industrial goods and life sciences sectors. Headquartered in Cork, they also have offices in Brussels, California, London and New York.

The company helps manufacturers, retailers and their supply chain partners monitor and manage requirements, regulations and standards for a cleaner, safer and better world. It creates business advantage for clients by providing reliable legislative information, insights and actions through C2P, its compliance knowledge management platform, consulting, market access, managed services and other solutions. Check their offerings today: www.complianceandrisks.com/.

Did You Know? Access Free Sales Training Webinar Tomorrow

June 4 | Professional Sales Management Coaching and Training Skills | Presenter: Colleen Stanley, President, SalesLeadership

Through ECIA's membership in the Association Education Alliance (AEA), our members have access to many different training opportunities. The next one is slated for tomorrow, June 4th at 1:00 EDT.



Strong sales organizations have a defined sales playbook. However, a playbook is only as good as the execution of the plays. Too many sales leaders get caught up attending internal meetings and analyzing endless reports which limits time that should be invested in training and coaching their salespeople. [Click here to register.](#)

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