Steve, Wayne, Harry, Brandon, and John

11/29/22

* My dad said – “20 times QuickBooks” – Quote from a person who took a class back in 2014. She was a QuickBooks instructor at the local college.
* We have the whole operational side of the puzzle
* They charge per seat – we charge a flat fee
* The problem with other products is that they live and die without being fully connected.
* Steve was pitching parent/child relationships to help cost of goods sold be perfect. Buy at this or that and then sell at something different. Prices and costs float.
* QuickBooks favorite word is “adjustments” (times a million)
* Wayne is going to be going through the website – He would like to see a little bit more of a dog and pony show (show me, don’t just tell me). He is going to be giving us some feedback.
* How quickly can I see what you are saying? Speed and eye candy – show what we can do!
* He also knows teachers – he would love to see adilas university go to deeper and higher levels – free training, paid training, etc. He would like to help in the education realm or world.
* Setting up some live demos, live training sessions, etc. He has a virtual traveling demo bag.
* We could get some local copies (developer versions) on a single laptop to be able to do demos without an Internet connection.
* Most businesses and industries have a number of different pieces that they are trying to bring together. The pain comes into marrying those things together. We have a system.
* Expo type meetings – getting all of the adilas power users together in one place – showing the latest and greatest pieces of the system/platform.
* We have a ton of different demo sites. We could setup one for the church. No problem. We could have you guys help build it out to see what it could do.
  + To login to a demo site… <https://data0.adilas.biz/>
  + Corp key: demo
  + Username: adilasdemo (all lowercase all one word adilas demo)
  + Password: 1234
* Wayne knows a number of great teachers. Madiline Hubert (spelling) and Chris Heaps (spelling). As a side note, both of these ladies have taken an adilas class back in 2014.
* Does Brandon have the time? He will make the time!
* Adilas University on Thinkific - This is a better address (see below)
* <https://adilas-university.thinkific.com/courses/adilas-12-main-players>
* Visual (see it), Auditory (hear it), Kinesthetic (feeling or doing it)
* We could setup events in a big city like Denver, Salt Lake, etc.
* Some of the business owners know where the hole are, in their business system and business models.
* Sometimes it is easier to ask for forgiveness vs asking for permission – You just do it! Big long food chain… up, up, up, up.
* Harry – being able to get the monthly and the setup to the correct level – If they are small, let’s keep the cost small to none. If they are bigger, great, let’s play accordingly.
* The teaching model is changing – how quick can you get someone out there and playing? Quickly showing the flow and then getting them in there and doing it.
* Harry has a Chelsea that could use a system. She also needs some income. Wayne and Cheryl will try to help them out. There are lots of people that we can help out. It comes down to time. Brandon is willing to help.
* Harry has been in the church thing (that vertical) and knows where things are good, weak, where they break, etc.
* Wayne wants to help us present what we really have, as easily as possible. Show the world what we’ve got.
* [hcieslak@gmail.com](mailto:hcieslak@gmail.com) – Harry Cieslak
* Cheryl is going to help my dad by having him help with the inventory the herb shop