12/5/22

Sales Meeting – Steve, Sean, Michael, Esperanza, Shari O., Danny, Rueben, John M., and Brandon

* Michael – Excited after the last meeting. Spent some time looking into our demo sites and doing some research – prep work stuff. He was able to find some old YouTube training videos (older ones from Steve). He is working on his intro and approach.
* Michael got some contact info from a high-end, multi-location restaurant business.
* Sean – Lots of restaurants seem to be using Toast.
* Michael and Esperanza were swapping links to live events.
* Esperanza – Going back to prior contacts and re-contacting them. Getting a good reception from her past contacts. She is enjoying the newer price point options. More live booths and getting some good connections – keeping it going.
* We still need to market this! – From Esperanza
* Sean was talking about having the guys and gals virtually shadow each other – getting ideas, flow, style, etc. Helping out the other team members – giving and helping.
* It seems that it takes time and multiple points of contact.
* Sean – Let’s (all of us) reach back out to our prior contacts. Sean sent a follow-up back to Bridgerland (tech college). We could also send out some emails and contact prior clients. Maybe they need a lifeline back and/or at least a friendly contact from us.
* Brandon’s phone got destroyed. Reach out via email [brandon@adilas.biz](mailto:brandon@adilas.biz) or my home phone 435-258-5504 (call only – no texts) or my wife’s phone (435) 225-0628 (text messages) – her name is Heather.
* Danny – working on some new setups for adilas phones. He and Shari O. will be working together on that. Eventually, they would like to setup some possible videos (standardize and make it easier and easier to use, setup, and maintain).
* Steve – Question – Do you guys have some sites ready and on your phones? Talking about getting logos onto their phone. Possible direct login options based on special URL’s that contain the client id stuff.
* Steve wants us to prep and share tips and tricks – per session
* Brandon is going to be demoing the online scheduling and unique events for Beaver Mountain. Appointment setup for Tuesday 12/13/22. These are new settings for online scheduling and elements of time out in ecommerce land.
* Steve – New invoice settings and an update on QR codes for invoices.
* We tend to get people asking us for things… we either hard code it, run it as custom, or build it out in new settings.
* Brandon will give a demo on the online scheduling and unique events – he will be ready to show things on Monday 12/12/22.
* New time settings
  + 1. Reoccurring events – something that happens all the time and can have one or more persons assigned to that event. These events show up on the calendar from x to y…
    - They select the event (trip, show, shuttle service, etc.)
    - They select the date/time (bigges variable for this one)
    - Check availability
    - Sign-up
  + 2. Unique events – Similar to reoccurring events but much more limited and known.
    - They select the event (race, concert, adventure)
    - We show them the dates and times (we already know this)
    - Check availability
    - Sign-up
  + 3. New bookings – one-to-one relationships – this is for things like hair cuts, nails, campgrounds, doctor’s appointments, installations, etc.
    - More info coming here
* Steve – Mondays and Thursdays for sales meetings at 9:00 am on the GoToMeeting accounts.
* Rueben – He is reaching out to CBD stores, gun stores, co-packing things. Trying to get to owners and decision makers. Trying to get some one-on-one contacts going. He doesn’t want to get spread too thin. Trying to reach out and keep going back instead of shotgun approach and touching everybody.
* Sean was saying… We are trying for trust, respect, and get them to like us - trying to get these qualities for our contacts.
* Even if they give us a hard no, we still want to log their info and set the notes accordingly.
* Steve – giving the guys a challenge and then doing some interactions to simulate a real customer experience. Playing with a purpose.