Sales Meeting – 12/12/22

Steve, Sean, Shari O., Esperanza, Michael, Rueben, Cory, and Brandon

* Hope was wanting to do some kind of public approach and presentation to the masses (in bulk). A projector with bullet points and a bulk level presentation.
* Steve and Sean really want them to focus on a single client and getting them all setup.
* Rueben was saying that he is seeing certain clients with scheduling needs.
* Michael – wanting a new pricing sheet.
* Steve kept coming back to – give it a go, try it, go, go! Just get out there, even if it wrong.
* We’ll help you set it up and if you don’t like it, you don’t have to pay for it. Put yourself out there.
* Steve and Michael were talking monthly fees.
* Steve was saying that even if we spend a bunch of money (say 80 man hours) to get a client and they say no, we still gain a huge win by learning more about the system.
  + Hope was asking for confirmation on this… Steve was saying, whatever size the company is, they will see the benefit of what we have to offer.
  + “If you’re not happy, we are not happy!” – No contract
* Empowering you! We just need people who are willing to play the game.
* We are not trying to rock the boat, just trying to help.
* If it comes down to merchant processing, leave that till the last. They can run it on the side or if needed, we could build out an integration. We also have tons of little options for merchant processing.
* There are so many businesses that still do hand tickets. They need some help.
* Sales are contagious!
* Sean is ready to help. He was asking about an outline to help get the new clients spun up and fully going.
* Kelly has a number of steps and processes. We may need to tweak some things to get a more general process. As we do new setups, we may need to combine and get some good notes and tips for getting started.
* Technically, you can get anybody setup and we could start almost anywhere. It could be users, permissions, clients/customers, vendors, part categories, items/inventory, time templates, etc.
* You need the company name, the logo, the company address, etc. Shari O. will send a small email list out to all of the sales folks.
* Even if we only get a little bit of information. We can set them up and fill in the blanks (gaps) later on.
* If you need help, reach out to Sean for help with pricing.
* On companies… Are they using a separate EIN (tax id number)? If yes, they need separate systems. If they use the same EIN, they could be different locations under one system. It comes down to how they are taxed and how they are classified.
  + There are deeper tax level questions – LLC, Inc, DBA’s, etc.
* Steve was mentioning that we will keep trying to help get you guys all trained up. It was somewhat of a shotgun start. We’ll get there.
* From Shari O. – through chat - As a way to say we are "waiving" the deployment would be......... Happy Holidays from Adilas, we are WAIVIING the deployment fees, at this time., to thank you for becoming a new client, we want to help your business succeed.........instead of just saying the fees have gone away
* In sales – Assumption – Assume the sale and then help the client go forward with that choice. Get it going and then start asking little questions – chipping away at it.
* Shari O. is super fast – magic fingers – if possible, she likes to ask for 24-48 hours and some basic info. She’ll ask questions if needed, but help her out and we’ll go from there. Please spell it out in a an email.
  + If we can’t get Shari O. – Steve or Brandon can setup systems as well.
* Brandon was going to show some online scheduling stuff. Super quick demo. Showed a quick look at the settings and then what that looks like out in ecommerce.