



HAPPENINGS

ASWi Customer Newsletter

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- Webinars, Community
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Happenings Purpose

The purpose of a newsletter is an opportunity for the ASWi team to provide you and the rest of our clients with information on all the new ASWi and Acumatica related things (or “happenings”) that you may not otherwise be aware of.

Please feel free to share this newsletter with any/ all of your team. Please let me know if anyone on your team who would like to be added to the mailing list for the next issue and removed.

Substitute Educators Day - Thank You!

There are over 500,000 substitute teachers in the U.S. These educators fill the shoes of the class's regular teacher for half a day up to several weeks. They are flexible and resilient educators who provide a bridge between full-time educators and their students. Focusing on the continued progress of a classroom's education, these teachers play a vital role in maintaining high levels of education in every school system.

Celebrate the substitute teachers who work at your school. Recognize their dedication and support them as they provide a bridge to your child's education.

Ways to celebrate Substitute Educators Day:
Give a shout-out to a substitute teacher you know. Recommend a substitute teacher to your school. Let your child's school know how well a substitute teacher did. Teach your children to respect a substitute teacher and classroom teacher. Send a note of encouragement.

Calendar of Events

Date	Event/Activity	Notes
12/14	LeaseQuery CPE Summit ASC 842 Considerations	Online. Register Here
1/16 - 17	NSSF SHOT Week Supplier Showcase	Visit ASWi's FirearmsERP team at their booth.
1/17 - 20	NSSF SHOT Show	Caesars Forum & Venetian Expo, Las Vegas, NV. Register Here
1/17 - 19	World of Concrete	Las Vegas Convention Center. Register Here .
1/29 - 2/3	Acumatica Summit 2023	Wynns Las Vegas. Visit Summit website here .
1/31 - 2/2	NAHB International Builders' Show	Las Vegas Convention Center. Register Here .
2/26 - 3/1	ASD Market Week	Las Vegas Convention Center. Register Here .
3/14 - 18	CONEXPO-CON/AGG	Las Vegas Convention Center. Register Here .
3/20 - 23	PROMAT	McCormick Place, Chicago, IL. Register Here .
5/10 - 12	AICPA CFO Conference	Salt Lake City, UT. Register Here .
6/14 - 15	Retail Innovation Conference	McCormick Place, Chicago, IL. Register Here .
6/21 - 23	CICPAC Annual Conference	Chicago, IL Register Here
7/15 - 19	CFMA Annual Conference	Aurora, CO Register Here

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Movies of Note

Date	Movie
11/13	Acumatica Customer Story: Additive-X
11/19	What Trends Will Appear in 2023 re: eCommerce?

Acumatica Community Discussions of Note

Thread
Secondary/Overflow Bin Locations
Low Value Assets
Replenishment - Daily Demand Forecast
Turn off A/R Auto Credit Memo Application
Changing Acumatica out of the box column name & length on Time Card

Acumatica Webinars

Date	Time	Webinar
11/22	1:00 pm CT	Building a Solid Foundation for your Construction Business Register Here
11/29	1:00 pm CT	Essential Sales, Marketing, and Support Solution for Increasing Revenue and Customer Satisfaction Register Here
11/29	Noon CT	How to Write a Policy Memo for your ASC 842 Transition Register Here
11/29	1:00 pm CT	2022 AP Updates for 1099 Reporting - Best Practices for Form 1099 compliance Register Here
11/30	1:00 pm CT	Retail Tools to Strengthen Customer Experiences Register Here

Acumatica Blog

Date	Article
11/15	Why Your Data is Safest in a Cloud ERP System

Acumatica Summit 2023 | 10 Reasons to Attend

[Acumatica Summit 2023](#) will offer:

1. Insight into the **latest ERP solution trends**
2. High-level **networking opportunities**
3. Acumatica **2022 R2 feature** updates
4. **Product demos** & one-to-one face time
5. An expanded **Women in Tech** Community experience
6. Two Acumatica **Marketplaces**
7. An interactive **NASCAR exhibit**
8. A **headshot booth** to get a free business headshot
9. A great rate - **early bird pricing** ends on Dec 2, 2022
10. And plenty of **fun in Las Vegas!**

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ASWi CSAT Survey - Perfect Marks Again | Thank You!

Every 6 months Acumatica conducts customer surveys to learn how Acumatica Cloud ERP subscribers who have gone “live” with their Acumatica Cloud ERP instance feel about Acumatica’s ERP software and the services they receive from their Acumatica partners.

Last month, Acumatica sent out their CSAT customer satisfaction survey for the second time this year and we just received the results:

ASWi’s customers who received the survey rated ASWi a perfect 5 out of 5, for which we are very grateful and very proud. Thank you to all our customers and a special Thank You to those who received the survey and took time to complete it.

Acumatica will conduct the next survey in April 2023 and we will notify you at least a week prior to their sending the survey.

If there is anything we should be doing to ensure your team’s satisfaction that were not currently doing, please let me know. Thank you again!

Free Online Acumatica Training | System Maintenance

This webinar introduces you to the maintenance of the Acumatica ERP system. You will learn how to tailor the user interface based on your company's business processes, how to manage tenants and snapshots, set up an automatic processing, and how to manage customization projects. You will also learn how to monitor system performance and troubleshoot the system-related issues, how to maintain database and update the system by using the web interface, and how to build search indexes.

For more information about the prerequisites and advance preparations, please see <https://community.acumatica.com/events/system-maintenance-189>

Date and Time

Monday, November 21 - 23; Noon - 1:30 pm Central Time

[Register Here](#)

Acumatica ISV Spotlight | SymfinTek Commissions

With Commissions Conductor you can “model” and test any scenarios easily, and run them back in your history, to test hypotheses on how commissions would look like. Commissions are very simple to configure using easy-to-comprehend screens, no code or GLs, or obscure database views. The system also tracks the version of all the rules and connects them to each commission, and if there are adjustments or errors, the payouts are automatically impacted, adding or taking back money from your sales agents.

It now has the following new features:

- Advanced Compensation plans adjusted by goals, KPIs, tiers, accelerators.
- Project Profitability can modify all invoices for commission purposes.
- Commission plans can be changed based on the age of the client or project.
- Adjust the cost of invoices with AP Bills or unrelated Purchase Orders.
- Automatically increase/decrease plan based on rebates, types of orders, etc.
- Comprehensive “Draws” management.
- Commissions based on Sales Orders with adjustments if sales order changes.
- Custom Sales Agent assignment maps based on commission rules.

Please let me know if you are interested in learning more about SymfinTek Commission Conductor.

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Sales 101: The Only Strategy You Need to Beat Your Competition

by Keith Lubner

Who are we really competing against?

Sports newscasts typically talk about the upcoming games of the day. They say things like, “this pitcher is going against that pitcher”, “this quarterback is matched up against that quarterback”, or, “this coach is playing that coach.”

The announcers pit one person against the other person even though these people NEVER compete directly against one another. The pitcher is pitching against the team. The quarterback NEVER sees the other quarterback across the line of scrimmage. The coaches are NEVER on the field fighting against each other.

The same can be said for every salesperson; there's only one person you are competing against every sales day. It's you! If you truly want to beat your competition, you'll first need to take a long, hard look in the mirror.

Who are we really competing against?

You are the only person that matters in the game of sales. Too often, salespeople look at the rankings and judge themselves against other salespeople on their team, in their company, or even on LinkedIn.

Don't get me wrong, it's okay to be competitive. A little competition can actually be healthy for us. Competition drives us and gets our juices flowing. But we tend to get it all wrong when we think about just who we're competing with. Instead of other people, you need to be competing with who you were yesterday.

How to win every single day

If you only focus on beating your “yesterday self”, you'll win more often. You will incrementally get better because you'll be focusing on the traits and practices that YOU need to improve upon each day.

For example, if you made twenty phone calls yesterday, your mindset should be to make twenty-one calls today. That one extra call each day could mean the difference between a mediocre commission check or a life-changing one.

Be better than you were yesterday

Try this: At the end of each day, spend five minutes summarizing your activity for the day. Write it down and post it so that it's the first thing you see in the morning. When the new day arrives, focus on beating your activity from the day before.

Each time you do, cross it off the list. Repeat this every day and before you know it, your productivity will go through the roof.

Not just for your Sales day

By the way, this rule applies to other areas of your life, too, not just activity your sales day. You can incrementally improve in any area of your desire—reading a book, taking a walk, smiling at people, spending time with friends and family, etc.

Your mission every single day is to beat your competition (and newsflash—it's not the guy in the cubicle next door).
