

ASWi HAPPENINGS

ASWi Customer Newsletter

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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.

Why Don't You Just Go Fly a Kite!



International Kite Day

Although the first written record of kite flying dates back to 200 BC, it is estimated that kites have been around for more than 2,000 years.

How to celebrate International Kite Day:

- Make plans to attend a kite festival.
Here's a list of 20 great ones: <https://www.townandtourist.com/best-kite-festivals-usa/>
- Get out and fly a kite (and/or watch others flying theirs).
Whether you make or buy your kite, take it out to a nearby park to day and fly it. Or spend the time at the park watching others fly their kites. In either case, it's a great way to relax and enjoy the day!
- Make one (or ten!).
If it's not quite balmy enough for your liking today, you can celebrate Kite Day by learning how to make one or more Diamond kites, Box kites, Snake kites and/or Bird kites.
- Share Kite Day with family
Whether it's with your kids, nephews/nieces, or grandchildren, doing one or all the above with them is a great way to spend some quality time together. We are all too tied to our laptops and phones all too often. A small picnic and an afternoon spent making and/or flying kites is a great antidote and having a laugh relaxing together is always just what we need to decompress, recharge and enjoy the weekend.

Dad Jokes | Fossils Edition

A little boy lets go of his kite and his father tells him: Son, not everything is better wireless."

A kite string goes into a bar and the bartender says: "We don't serve kite strings in here, get out. A second kite string takes off his hat, places his hand on top of his head, and rubs his hair around, tangling it. Then, he puts his hat back onto his head and enters the bar confidently. The bartender looks at him suspiciously and asks: "Aren't you a kite string?" The kite string takes his hat off, bows, and says: "No sir, I'm a frayed knot."

Q: What material makes the best kites?

A: Flypaper

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Acumatica Cloud ERP | Year End Procedures

With all year end activities going on, I would like to remind you about the following Acumatica Knowledge Base articles and product announcements that could help you and your team out.

If you use the Acumatica Payroll module, you will want to review the [Payroll FAQs: Year End Process check list](#) article, especially the **Verify Employee Data** section containing important information related to paychecks, tax adjustments, and possible PTO issues.

For the up-to-date information, known issues and how-to articles regarding 1099 reporting for Tax Year 2022, please see below:

- [1099-MISC and 1099-NEC updates for Tax Year 2022](#)
- [How to report 1099 Tax Box 4 \(Federal Tax Withheld\)](#)
- [Known issue: The report printed on the 1099-NEC \(AP653100\) form did not fit the Letter paper size](#)
- [Known issue: In Acumatica ERP, District of Columbia and Pennsylvania US states are not added to the CF/SF Program for the 1099-MISC Electronic Filing](#)

BigCommerce at Acumatica Summit 2023

📅 January 29th - 31st, 2023

Booth #814

BIGCOMMERCE TAKES THE STAGE

Join our exclusive Partner Solution Sessions featuring BigCommerce experts.

The Buying Experience: Growing B2B Customer Loyalty with BigCommerce and Acumatica

Monday, January 30 | 1:45 – 2:45 PM PST

Presented by Lance Owide, Business Group Director, B2B

Online Retail Sales: BigCommerce and Acumatica

Monday, January 30 | 4:30 – 5:30 PM PST

Presented by Colleen Shea, Manager, Strategic Partnerships

Retail Product & Data Feed Management: Boost Digital Sales with Feedonomics

Tuesday, January 31 | 11:00 AM – 12:00 PM PST

Presented by Jessie Loechler, Business Development Manager

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ISV Product Spotlight | Netstock 2022 Milestones

- The launch of their [new user interface](#).
- The launch of their new brand refresh across their new [website](#) and marketing collateral
- The introduction of their new product, [Netstock IBP](#) to all Netstock customers
- The achievement of the [ISO/IEC 27001:2013 certification](#) at its first attempt and with no non-conformities
- Netstock is named a Leader in Demand Planning, Inventory Control, Supply Chain Planning, and Sales & Ops Planning categories for the G2 Grid® Reports for Fall 2022

Please let Keith Wood (keithw@aswius.com) in our office know if you are interested in more information on Netstock’s products and how/ whether they can add substantial value to your Acumatica Cloud ERP instance and your organization.

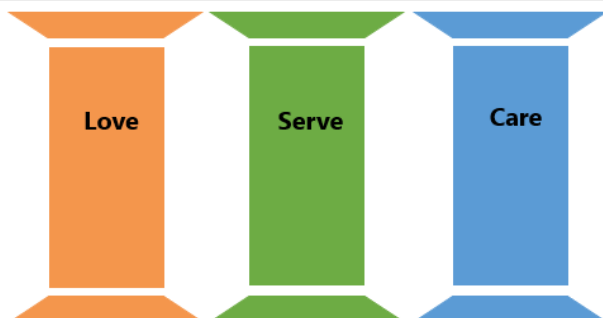
Microsoft Office Productivity Tips | Outlook Shortcuts

Shortcut	Action
[CTRL] [R]	To reply to an email
[CTRL] [Shift] [M]	To create a new email
[CTRL] [1]	To open your email
[CTRL] [2]	To open your Calendar
[CTRL] [3]	To open your Contacts
[CTRL] [Shift] [A]	To create an Appointment
[CTRL] [Shift] [C]	To create a Contact

ASWi | Our Values, Mission & Focus



Provide Substantial Value that’s sustainable, scalable & Systemic



ASWi Customer Newsletter

Sales 101: 2 Great New Year's Questions for Your Clients

by Mike Brooks

Welcome back to the office!

How do you feel? Overwhelmed? Under pressure already?

If so, then you're not alone. Most companies are under immediate pressure already to begin accomplishing their new goals and sales targets. In fact, this is also felt in the accounting department, the marketing department, and everywhere else. You can probably feel it in your company, too.

As you speak with your clients and prospects this week, realize that they are all feeling the same stress as well. While this may seem like a bad thing, it actually presents a great opening for you.

Here's how you can handle the companies and contacts you speak with this month: after talking briefly about the holidays and New Year's celebration, you can start with question number one: "So _____, what are the top 3 initiatives for your department this year?" then hit Mute and take notes.

If they need a little help here, you can use layering questions like:

- "And what was your revenue like last year?"
- "What percentage increase are you asked to produce this year?"
- "What are you doing differently to accomplish this?"
- "What do you think is most needed for you to succeed at that?"

After you've listened and asked layering questions and taken notes on the three initiatives, ask the second question: "And how can I help you accomplish that?" Once again, hit the Mute button and take notes.

If you get an, "Ah, I don't know," then once again use layering and assumptive questions like:

- "Have you heard of our new ___?"
- "How much of a budget do you have per quarter for ___?"
- "How big of a role do you think increased ___ is going to play?"
- "If you could wave a magic wand and get three resources to help you accomplish your goals, what would they be?"

Now I'm sure you can come up with your own questions here, but you get the idea.

The point is to ask questions and LISTEN to your prospect's needs. Remember, your clients and prospects have all the information you need to make a sale, and they will almost always tell you IF YOU ASK QUESTIONS AND LISTEN TO THEIR RESPONSES.

So, write up your questions, call your prospects, and listen to how best to serve them!

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Movies of Note

Date	Movie
1/9	ASWi Acumatica Cloud ERP Customer Portal w Case Management
1/9	ASWi Acumatica Cloud ERP Customer Portal
1/9	ASWi FirearmsERP Acumatica-Fastbound Connector
1/9	Acumatica Cloud ERP 2022 R2 New Features - Localization at Co level
1/9	Acumatica Cloud ERP 2022 R2 New Features - Mobility
1/9	Acumatica Cloud ERP 2022 R2 New Features - Improved notification template
1/9	Acumatica Cloud ERP 2022 R2 New Features - System information
1/8	IIG Streamlined Service Order & Project creation from Sales Orders
1/8	IIG Equipment ROI, QC and Scheduled Services
1/11	Traild Payment security for Acumatica
1/12	Traild Customer Testimonial—Universal Fans

Acumatica Webinars

Date	Time	Webinar
1/17	1:00 pm CT	Why Acumatica Cloud ERP Outshines Oracle Netsuite
1/18	1:00 pm CT	Tips and Tricks: Distribution Edition
1/18	1:00 pm CT	Datasef Fast-Track BI for Acumatica
1/19	1:00 pm CT	Building a Solid Foundation for Your Construction Business
1/19	10:00 am CT	Planview Make 2023 the Year of Profitability
1/24	1:00 pm CT	Modernize Manufacturing Operations with a Comprehensive, Multi-Modal System
1/24	1:00 pm CT	acu-connect What to Know Before You Go to Acumatica
1/24	Noon CT	Planview Strategy to Delivery with Portfolio & Value Stream Management
1/26	1:00 pm CT	Retail Tools to Strengthen Customer Experiences

Acumatica Blog

Date	Article
1/10	How to Find the Right Wholesale Distribution ERP System

Acumatica Community Discussions of Note

Thread
Project Dashboard for PMs
View Payroll check stubs in User Profile
Consolidated Invoice .pdf by Invoice Detail Item Class
Material Requisition Process
Reporting on Users' Login Time

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Calendar of Events

Date	Event/Activity	Notes
1/16 - 17	NSSF SHOT Week Supplier Showcase	Visit ASWi's FirearmsERP team at our booth 51510.
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.
7/30 - 8/1	RetailNOW 2023	Orlando, FL More Info.
9/11 - 13	Pack Expo International 2023	Las Vegas More Info.
9/11 - 14	FABTECH 2023	Chicago, IL More Info.
9/18 - 20	PROCORE Groundbreak	Chicago, IL More Info.
10/31 - 11/3	SEMA 2023	Las Vegas, NV