# ⏩ 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. Pease let me know if anyone on your team who would like to be added to the mailing list for the next issue and removed.

National Eat Ice Cream for Breakfast Day
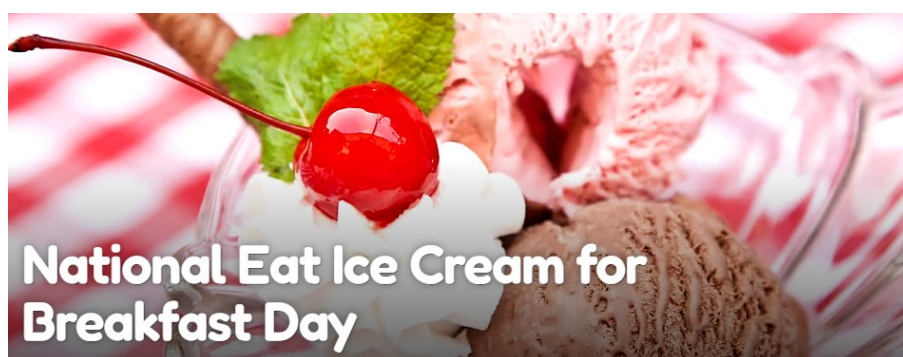
Join the Party!

Once a year we get to eat ice cream for breakfast without guilt for one life changing reason. Today is a chance for people across the world to support, remember and celebrate with those have been touched with cancer.

What started out as a birthday celebration for one special little girl has turned into a day that many amazing families claim on their own.

For children for whom every day is a blessing, it only makes sense to indulge in life's little pleasures, and Eat Ice Cream for Breakfast day brings that opportunity to everyone.

If you're not into ice cream or would like to promote this good cause in other ways, your local hospitals and healthcare centers are always in need of donations as they help parents and children fight this terrible disease.

You can also contact your local child oncology ward and find out what kinds of supplies they need, or just come in and spend a day with the children playing games and talking.

https://youtu.be/SdRW9YRjuRw

Dad Jokes | Ice Cream Edition

Wife: Did you eat the ice cream I had in the freezer?
Husband: No, I ate it on the couch watching a movie.

I have a lactose intolerant friend who works at a Ben & Jerry's.
He can't take it, but he can sure dish it out.

Q: What's the difference between Blue Bell and an injured spouse?
A: One is ice cream and the other is sore bae.

Husband: You know Pete, my friend who's smaller in stature? He's always arguing that vanilla, chocolate and strawberry are the best 3 ice cream flavors.
Wife: Sounds like he has a Neapolitan complex.

I had to turn down a job at the local ice cream shop because I refuse to work on sundaes.

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Free Online Acumatica Training | F320 Contracts

Audience: This webinar is intended for financial consultants and end users of the contract management functionality of Acumatica ERP.

Acumatica ERP Experience Required: at least 3-6 months

Acumatica ERP version: 2022 R2

Training Description: This webinar provides a set of lessons that gives a step-by-step approach to the configuration and management of contracts of various types in Acumatica Cloud ERP.

Training Syllabus: The program is covered over three days as follows:

Day 1: Contract Management Process.
In this lesson, you will learn how to perform the necessary system configuration tasks, enabling the contract management functionality, creating non-stock items and contract items for use in configuring contracts, creating contract templates, preparing contracts, setting up and activating contracts, billing contracts, and renewing contracts.

Day 2: Support Contract and Consulting Contract.
In this lesson, you will learn how to create an empty contract based on an empty template, create a labor item to be used for billing, create a case class, create and process customer cases, and bill a contract. Furthermore, you will learn how to create labor items for billing, create a case class, configure employee rate overrides, create contract usage using time activities, and terminate an unlimited contract.

Day 3: Retainer Contract, Contract Upgrade and Cancellation of the Last Action.
This session will cover how to set up a retainer, associate it with a contract item, create a retainer contract, process the retainer contract, and enter contract usage manually. Additionally, you will learn about preparing a contract upgrade. This involves adding a new contract item to the contract, activating the upgrade, and performing contract billing during preparation and after activation. You will also learn how to cancel a contract's last action that does not involve a released document and how to cancel an action that involves released document.

Date and time: This training meets the following three times, and attendees are expected to attend all three sessions:
- Wed, Feb 22, 2023 Noon - 1:00 PM CT
- Thu, Feb 23, 2023 Noon - 1:00 PM CT
- Fri,   Feb 24, 2023 Noon - 1:00 PM PT

Prerequisites: For this training, attendees are expected to complete the F100 Financial Basics course and be familiar with the basic processes that can be performed in the general ledger and subledgers of Cash Management, Accounts Payable Accounts Receivable.

Training Materials: The training guide can be downloaded HERE.

Registration URL: CLICK HERE
Note: *To provide a cloud instance for attendees, Acumatica will need to generate a registration report and perform some activities to deploy the instance and send out the credentials. All this takes time and needs

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LeaseQuery | Free ASC 842 Lease Account Masterclass

Ready to learn the ins and outs of lease accounting under ASC 842 and become a pro? LeaseQuery is here to help make that possible with a free Ultimate Lease Accounting Masterclass.

Kiley Arnold, CPA, will teach all the ASC 842 lease accounting basics you need to know in this 11—lesson course.

This is how to get started:
- **Step One** (Highly Recommended): Download the Ultimate Lease Accounting Guide as a handy study companion.
- **Step Two:** Go directly to the masterclass and start taking our courses here*.

Note: Upon clicking the link, you will be prompted to create a free account with EdApp Courseware. You must create an account to complete this masterclass.

At the end of the video series, you have the opportunity to test your knowledge to become **Lease Accounting Masterclass certified**. Upon certification, you will receive an official certificate and LinkedIn badge, allowing you to share your lease accounting expertise with your colleagues and network.

Business 101 | IRS Section 179 Deduction Limits for 2023

The IRS Section 179 Deductions for Equipment and Software write-offs have increased for 2023.

Dimension Funding have written up a nice article describing the 2023 IRS Section 179 Deduction here.

2023 DEDUCTION LIMIT	2023 SPENDING CAP	BONUS DEPRECIATION
$1,160,000	**$2,890,000**	**80%**
This deduction is good on new and used equipment, as well as off-the-shelf software. This limit is only good for 2023, and the equipment must be financed/purchased and put into service by the end of the day, 12/31/2023.	This is the maximum amount that can be spent on equipment before the IRS Section 179 Deduction available to your company begins to be reduced on a dollar for dollar basis. This spending cap makes Section 179 a true "small business tax incentive".	Bonus Depreciation is generally taken after the IRS Section 179 Spending Cap is reached.

You can write off even more for your equipment and software purchases on your 2023 taxes. This deduction is particularly good for small and medium-sized businesses.

Bonus depreciation has decreased from 100% in 2022 to 80% in 2023. Next year, it goes down to 60% and so on. This impacts larger purchases and the amount your can write off in the first year.

The IRS Section 179 deduction is a great way of reducing the overall cost of your purchases.

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Sales 101 | 3 Text Messaging Tips for Connecting

By Jeb Blount Jr

What Are You Waiting For? Just Send The Text

Why Salespeople Aren't Texting Prospects
Salespeople avoid leveraging text messaging as a prospecting channel for the same reason that they avoid picking up the phone and calling prospects.

All too often, salespeople are afraid to ask for what they want in the sales process. This holds back the most highly skilled sales professionals from going out every day and finding new business.

Fear Of Rejection
Texting a prospect or even a client is unnerving because salespeople must constantly face their fear of rejection. Without disciplined emotional control, salespeople can become paralyzed by their fear of rejection.

The fact is, there is always a potential for rejection when talking to prospects or clients, but there is also always the potential for new business or an opportunity to expand a current relationship.

In order to open new doors, salespeople must also accept the possibility for another door to be shut in their face.

The Protected Inbox
Socially, texting is a medium of communication almost exclusively reserved for people who have a closer relationship with you. We receive text messages from people we know and from businesses that we trust.

Many businesses use text messaging as a marketing tool, but customers must opt-in to receive those text updates and offers.

When people we don't know text us or we receive texts from businesses we didn't give permission to send us a message, we view that communication with heavy skepticism.

Nothing feels more intrusive than an out-of-place message that has no clear point of origin or isn't clear in its intent. Those messages make people confused, unsure, frustrated, and angry at the sender.

The Dichotomy Of Dialogue
We can divide text messages into two distinct categories. The first is transactional information transfers (i.e. where to be, to give a call, send locations, or ask for simple information). The second is relationship building which is done in bouts of asynchronous and synchronous communication styles.

The latter category is a mode by which we stay connected to loved ones, friends, and colleagues about mostly erroneous matters that don't require us to perform tasks or create obligations. Once the text message conversation reaches its threshold of burden the conversation reverts to an asynchronous state.

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Sales 101 | 3 Text Messaging Tips for Connecting (cont'd)

By Jeb Blount Jr

3 Essential Text Messaging Tips For Prospecting And Account Management

So, how can you use text messages to create meaningful dialogue that doesn't make your prospects feel as though you are crossing a personal boundary or burdening them?

Here are 3 simple prospecting or account management guidelines for sending text messages that match your sales professionalism.

Identify Yourself, Your Business, and Your Humanness

Make sure that when you send a text message you identify who you are, what business you are with, and that you are in fact a real person (even if you choose to automate). The message should read like you would text someone you know.

Clear and Confident 'Ask'

Ask for what you want upfront. As a salesperson, you can ask for time, information, or action in a text message. Ask for the meeting, the qualifying information you want, or an action from your recipient. Do not ask for all three, or for multiple things, in one exchange.

Bridge Your 'Why'

Immediately after your 'ask', you should provide a compelling reason as to why they should comply with your request. Your prospects should never have to work out the reason themselves.

It is important that you are able to step into their shoes to determine what reason you can provide that would be interesting enough for them to engage with you.

Here is a quick hint:

The number of customers you currently have, testimonials from past customers in quotes, a list of key customers you hold dear, or how long you have been in business are not compelling reasons.

Your first message should be under 4 full sentences in length. Create a message that reads like a text message and not an email. Build your messages to sound human and not like a marketing robot.

Seek to create a genuine connection and qualify your prospects for future engagements through text messaging.

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Movies of Note

Date	Movie
2/15	SourceDay | Voice of Supply Chain webinar
2/15	Workforce Go! | Tidal Power Services testimonial

Acumatica Webinars

Date	Time	Webinar
2/21	1:00 pm CT	Building a Solid Foundation for your Construction Business
2/23	1:00 pm CT	Modernize Manufacturing Operations with a Comprehensive, Multi-Modal System
2/28	1:00 pm CT	Why Acumatica Beats Brightpearl at Business Resilience
2/28	11:00 am CT	3 Components of Best-in-Class Omnichannel Operations and Technologies to Achieve Them
3/1	11:00 am CT	Planview | Equipping Teams for Success
3/8	Noon CT	Quality Management for Acumatica
3/9	10:00 am CT	Planview | Overcoming Resource Management Challenges
3/15	Noon CT	Processing Manufacturing Suite for Acumatica
3/22	Noon CT	Validation as a Service for Acumatica

Acumatica Blog

Date	Article
2/16	Building the Future of Business Together: Highlights from Acumatica Summit 2023
2/15	8 Essential Metrics and KPIs Manufacturers Should Be Tracking Now

Acumatica Community Discussions of Note

Thread
Purchase Order Report, by Project Number
GI showing current year to last year sales comparison
Approval map for SO Invoice approval before release
Adding Shipment Allocations via REST web service
Options to Stage Items and track Progress of Staging

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Calendar of Events

Date	Event/Activity	Notes
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

ASWi | Our Values, Mission & Focus

Provide Substantial Value that's sustainable, scalable & Systemic

Love

Serve

Care