

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.

National Medal of Honor Day

National Medal of Honor Day recognizes all Medal of Honor recipients. The Medal of Honor, created in 1861, is the highest military award for valor in the United States. It is awarded only to US military personnel by the President of the United States in the name of Congress for personal acts of valor above and beyond the call of duty.

You can observe National Medal of Honor Day by:

- Fly the U.S. flag.
- Attending a local public event recognizing Medal of Honor recipients.
- Volunteer at a local veteran organization.
- Donate to a local veteran organization.
- Adopt a Medal of Honor gravesite

Dad Jokes | Lawncare edition

Me: Howdy neighbor, how come you're crying while you're mowing?

Neighbor: I'm just going through a rough patch.

Q: Who makes the best lawn chairs in Dublin, Ireland?

A: Patty O'Furniture.

I put my old lawn mover out on the street with a “Free” sign next to it. Somebody came along and took the sign but left the mower. I guess I should have been more specific.

Q: How do you know if someone had fun on St Paddy's Day?

A: If they are Dublin over with laughter.

Wife: Why did you fire our lawn guy?

Husband: He just wasn't cutting it.

Q: What is Telsa's new lawn mower called?

A: E-Lawn.

I couldn't believe it when I looked out my window and saw my seeing - impaired neighbor mowing his lawn. It was blind-mowing!

Wife: Did you hear that someone has been secretly dumping top soil on our neighbor's lawn again?

Husband: Oh, the plot thickens.

Lawn ornaments aficionados have their own language when talking about their passion: Gnomenclature.

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ASWi Customer Spotlight | ULTIMATE AMMUNITION™

ASWi is very humbled and proud to be able to serve our customers as an ERP solution provider and a trusted business advisor.

We are very privileged to serve some of the most innovative organizations in the country.

Today, I would like to spotlight and introduce [Ultimate Ammunition](#).

Headquartered in Las Vegas, Nevada with a newly acquired location in Pennsylvania, Ultimate Ammunition emerged a few years ago from developing a close working relationship with NATO Special Operations Forces in Europe. By meeting their demanding requirements, the Ultimate Ammunition staff of SOF Operators and Veterans of Elite Police Units gained tremendous knowledge and expertise to make precision ammunition that achieves measurable results across the most demanding operational tasks.

A deep trusting collaboration with Ultimate's Military and Police partners enables them to fully understand and adapt to the new needs and changes in the operational environment that affect the ammunition Ultimate Ammunition produces for the US Military and Law Enforcement Units, as well as the most demanding American shooter.

Ultimate Manufacturing's facilities include a state-of-the-art ballistic test range, a 2-mile testing ground, and manufacturing facilities.

ASWi Service Spotlight | Customer Success Manager



Keith Wood

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Start audio call

(717) 581-1226



Start chat



Send email

keithw@aswius.com

When I speak with our prospective customers, they inevitably ask "What do we do if we have any questions after the ASWi consulting team have completed their work with us on our implementation of our Acumatica Cloud ERP instance and we have gone "live" with it?

The answer is that you can reach out to Keith Wood as your primary point of contact on any and all things related to your Acumatica Cloud ERP instance and/or regarding ASWi.

Whether your question is tech support related, regarding how to Acumatica's online sites (Acumatica Community, Acumatica Online University, their online knowledgebase, their online Help, etc.), regarding a request for more information on an additional service or product or anything else related to Acumatica or ASWi, please reach out to Keith so that he can get you an answer in the most expedient manner we have available. (Even if your question's on training puppies!)

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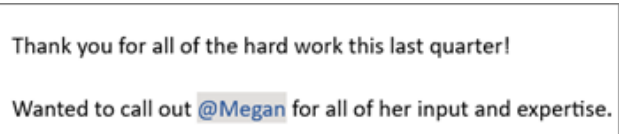
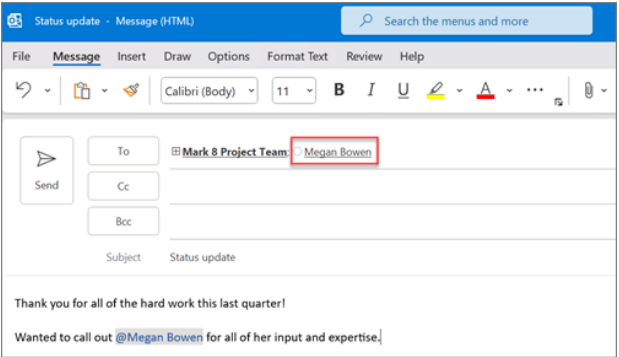
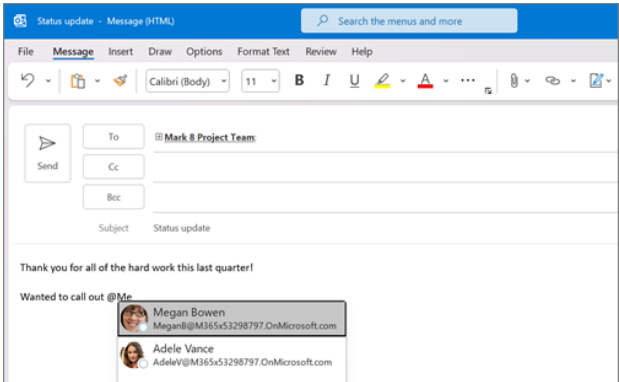
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Microsoft Outlook Tip | Use @mentions to get attention

If you'd like to get someone's attention in an email message or a meeting invite, you can type the @ symbol, followed by their name, in the body of the email message or a meeting invite. If you do this, not only will their name be highlighted in the message body or invite details, but Outlook will automatically add them to the To line of the email or meeting invite, and they'll see the @ symbol next to the message in their Inbox.

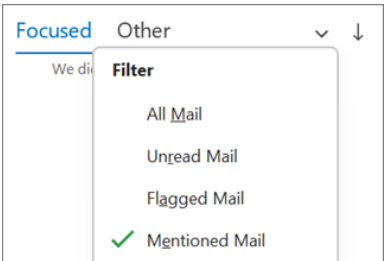
Use @ in the body of a message or invitation

1. In the body of the email or invitation, enter “@” and the first few letters of the contact’s name.
2. Select the contact and they will be added to the **To:** line.
3. You can delete a portion of the mention, such as their last name.



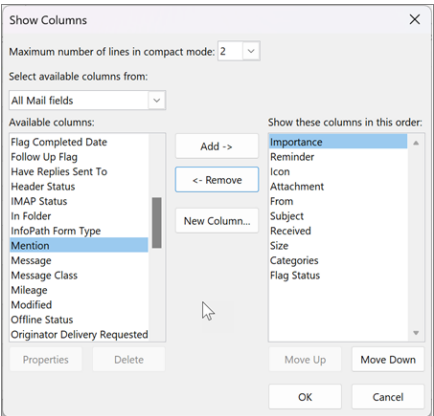
Filter for messages that mention you

1. Above the message list, choose **All**.
2. Choose **Mentioned Mail**.



Add Mention to your email columns to see where you're mentioned

1. Select **View > Current View > View Settings**.
2. Select **Columns**.
3. Move **Mention** from the left column to the right column by highlighting it, select **Add** and then **OK**, then **OK** again.



March 25, 2023

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Sales 101 | 4 Proven Ways to Get Better

By Mike Brooks

Want to make 2023 your best year ever? I guarantee that if you just take time to follow the four steps below, you'll make more money this year than you ever have. Guaranteed.

Step 1: Create word-for-word objection rebuttal scripts.

Take time to carefully script out word-for-word rebuttals to the common objections you get repeatedly. You know you should do this, but have you? If not, do it this week!

Step 2: Memorize your best practice responses.

Don Shula, the famous Miami Dolphins football coach, once said that his players practiced, drilled and rehearsed their plays and techniques over and over again so they could internalize them and act automatically when they needed to.

He said that football moves so fast that: "If you get into a situation and have to think about what to do next, it's already too late."

Question: Can you honestly answer each objection you get automatically with a best practice response (that works)? If not, then record your responses onto your smart phone, and listen to them 30 to 50 times.

Step 3: Record your conversations.

You've heard this advice before, but are you following it? If not, do it!

Step 4: Continuous testing and improvement.

Be prepared to revise your rebuttals as needed. When listening to your calls, find ways to improve.

Can a rebuttal be shortened? Can you deliver it with a bit more energy? Or less energy?

Never stop learning, critiquing and getting better. When you stop learning, you stop earning. The top professionals in any industry are always adapting, always learning, and always improving.

You need to as well.



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Movies of Note

Date	Movie
3/21	Acumatica Acumatica Warehouse Management
3/22	Acumatica Acumatica Accounts Receivable
3/24	Acumatica Acumatica Screen Configurator

Acumatica Webinars

Date	Time	Webinar
3/28	1:00 pm CT	Automated Inventory and Order Management with Acumatica Distribution Edition
3/29	2:00 pm CT	Prospero Financials Reporting & Budgeting Demonstration
3/30	1:00 pm CT	Distributors: Acumatica Cloud ERP Leaves Epicor Prophet 21 in the Dust
4/4	1:00 pm CT	How to Streamline Manufacturing Product Design
4/5	1:00 pm CT	Tips and Tricks: Retail-Commerce Edition
4/11	1:00 pm CT	Quality Management Fundamentals for Manufacturing, Distribution, and Retail
4/12	1:00 pm CT	Smart Supply Chain Strategies for SMBs
4/13	1:00 pm CT	Building a Solid Foundation for your Construction Business
4/18	1:00 pm CT	Retail Tools to Strengthen Customer Experiences
4/19	1:00 pm CT	Modernize Manufacturing Operations with a Comprehensive, Multi-Modal System
4/20	1:00 pm CT	Reporting: Confessions of Novices and Experts
4/25	1:00 pm CT	Automated Inventory and Order Management with Acumatica Distribution Edition
4/26	1:00 pm CT	CRM: Best Practices and Future Vision
4/27	1:00 pm CT	Why Acumatica Cloud ERP Outshines Sage Intacct

Acumatica Blog

Date	Article
3/21	Track Productivity Across Your Business with Cloud ERP Technology

Acumatica Community Discussions of Note



Thread
Add user-defined fields from the SOOrder form to Shipment
Edit Shipment fields after confirmation
Ext Price for AP Bills
Vendor Rebate reflected to COGS and re-calculate profit for pass transaction
Sales profitability analysis reports - Documentation of calculations

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Calendar of Events

Date	Event/Activity	Notes
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