

Sage ACT! 2012 Seminar - Perth

How to Boost Performance & Productivity with any version of ACT!

- ✓ How to work smarter & faster, so you have time to focus on more important business-critical activities.
- ✓ How to ensure that you always have instant access to all of the information whenever a customer calls, wherever you are, including all relevant documents, emails, phone calls, meetings, and accounts info.
- ✓ How to provide a differentiated experience to your contacts because you are armed with knowledge about their intricate needs; and how Swiftpage Email can help.
- ✓ How to generate reports to help you make important decisions with confidence and move your business forward.

What's new in Sage ACT! 2012 (V14)

- ✓ Smart Tasks automatically handle tasks no matter whether they have 2 or ten steps. It's like your very own personal assistant!
- ✓ Sage E-Marketing for ACT! makes it easy to create effective email marketing messages, newsletters and campaigns. It even works in conjunction with your Sage ACT! Smart Tasks.
- ✓ Easily import data directly from Excel spreadsheets rather than TXT or CSV files.
- ✓ Eliminate double entry with the two-way sync between Microsoft® Outlook® and Sage ACT! contacts and calendar.
- ✓ Advanced Synchronisation & Backup
- ✓ Supports latest versions of Microsoft Windows & Office

How to substantially increase profits, cashflow & equity without hiring more staff

- ✓ How to diagnose your business to identify what is holding it back
- ✓ A dynamic model that quantifies the key drivers of your profitability and equity
- ✓ A single time management technique that quadruples the productivity of all staff
- ✓ An interactive tool that illustrates the combined effects of changes in your business
- ✓ How to make a 10% improvement yield a 100% increase in profit and a 200% increase in equity
- ✓ What to measure, and how to measure, to keep your business growing
- ✓ How to win business in the 21st century
- ✓ What is CRM? Is it worth it?
- ✓ Measuring ROI from CRM

Have you ever heard yourself say any of the following phrases? We can't ...

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| ✓ find enough sales people | ✓ keep our existing clients satisfied |
| ✓ keep up with demand | ✓ figure out what opportunities to focus on |
| ✓ get paid for our work | ✓ sell without discounting |
| ✓ control our overheads | ✓ motivate our staff to increase productivity |
| ✓ keep track of our performance | ✓ generate enough leads to fully occupy our existing sales force |
| ✓ win enough of the opportunities we get | |

Agenda

10:30-11:15 ... A strategic look at why CRM is the key to business growth

Presented by Paul Curtis, Business Growth Architect, User of ACT! software for 21 years

11:15-12:00 ... A demonstration of how ACT! achieves these results fast

Presented by Josh Noonan, ACT! Certified Consultant for 9 years.

12:00-12:30 ... Q & A

Who should attend?

This is a strategic seminar and will only be of use to management, so our invitation is extended only to business owners and managers, though these people may bring a colleague.

This seminar will show you a comprehensive way forward!