



"I want you to PRINT THIS PAGE and TAPE IT TO YOUR WALL so you will remember to attend our very content-rich webinar."

~ Rick Baxter

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## Pop-up Notes and Mini-POS

- Date:** Wednesday, July 1, 2009 (ID: 542395598)
- Time:** 10:00am Pacific / 11 MT / 12 CT/ 1:00pm Eastern
- Topics:** Boost your sales with "Pop-up Notes" and install "Mini-POS" for easy counter sales.
- Fee:** FREE and open to the public
- Registration:** [www.NavisionTraining.net/student.htm](http://www.NavisionTraining.net/student.htm)
- URL:** Link will be sent to you when you register.
- Audio:** Use Voice over IP in listen only mode - OR - (773) 945-1011 with access code 129-424-728
- Duration:** 60 Minutes

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## Tip To Get the Most Out Of This Call:

Print this "Study Guide" so you can **take notes** during the call

**SPECIAL NOTE:** This webinar starts on time according to [www.Time.gov](http://www.Time.gov) so please dial-in eight minutes early so you don't miss any content. Your courtesy is appreciated.



*Rick Baxter's*  
*Navision Secrets Series*

5 Key Attributes of a useful “Pop-up Note” system.

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<b>Attribute</b>	<b>Explanations</b>
1. Real Time	For the data to be useful it must show in real time.
2. Up Sell	Prompt the CSR of up-sell opportunities.
3. Global Notes	Must have a Global Item Note. ie: “This item will be discontinued on 5/3/08”
4. Specific Notes	Must be able to pre-set the note for a specific Customer/Item Note or Vendor/Item Note. “When Cannon Group purchases this item it must ship with these other items: 70003...”
5. Note Expiration	Need the ability to have a note expire automatically? “Expiration Date”

4 Key Attributes of a useful “Mini-POS” system.

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<b>Attribute</b>	<b>Explanations</b>
1. Real Time	For the data to be useful it must show in real time.
2. Tender Options	Prompt the CSR for Cash, Check, Credit Card
3. Built in NAV	Must be part of NAV Order Entry process
4. Quick	No lines at the check out

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**Rick will now go to the LIVE Software to show the details.**

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**Areas to be shown for Pop-up Notes:**

**1. Demo of the Pop-up Notes in action**

**Sales Order and Purchase Order**

**2. How to set up a Pop-up Note**

**Customer Note, Vendor Note, Item Note**

**Customer/Item Note**

**3. Key Benefits**

**Suggestive Sales**

**Keeping staff informed of item specials**

**Reminders of Promotions**

**Special Terms or Conditions**

**“Obsolete Inventory special”**

**Customer Specific Note = “Customer Specific Extended Text”**

**4. Dependencies**

**Inventory, Sales & Marketing, Purchases**

**Areas to be shown for “Mini-POS”:**

**1. Demo of the “Mini-POS” in action**

**Sales Order**

**2. How to set up “Mini-POS”**

**Decide who is going to do what: OE vs Cash Receipts**

**Key Benefits when used together:**

**Suggestive Sales**

**Keeping staff informed of item specials**

**Reminders of Promotions**

**Special Terms or Conditions**

**“Obsolete Inventory special”**

**Quick Sales processing of CASH customers**

**Open Q&A**

**Close meeting**

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**Contact Rick to learn more or ask more questions:**

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