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## TO MAKE YOU MORE SUCCESSFUL...

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### Advanced Training

**ATI**

Day: \_\_\_\_\_

Time: \_\_\_\_\_

**AT2**

Day: \_\_\_\_\_

Time: \_\_\_\_\_

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### Field Training

Vector reps love teaching and sharing knowledge. Tag along on another representative's appointment and take some notes. Ask your manager to set you up on a field training today!

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### Workshops

We offer workshops throughout the week to build your skills.

Day(s): \_\_\_\_\_

Time: \_\_\_\_\_

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### Push Weeks

Push Weeks are HUGE two-week sales competitions where reps from all around the company compete for recognition, trophies, and prizes. Each Push Week is kicked off by a **Division Meeting** and concludes with a **Conference**.

**Push Week Dates:** \_\_\_\_\_

**Division Meeting**

Day: \_\_\_\_\_

Time: \_\_\_\_\_

Location: \_\_\_\_\_

**Conference**

Day: \_\_\_\_\_

Time: \_\_\_\_\_

Location: \_\_\_\_\_

**Push Week Dates:** \_\_\_\_\_

**Division Meeting**

Day: \_\_\_\_\_

Time: \_\_\_\_\_

Location: \_\_\_\_\_

**Conference**

Day: \_\_\_\_\_

Time: \_\_\_\_\_

Location: \_\_\_\_\_

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### Qualified Presentation Report / Order Form / Paperwork turn-in:

In order to get paid on time, you must turn in your qualified presentation report every week. The only way the company can pay you for your appointments is with complete details of all your completed and verified demos.

QPR's must be submitted weekly:

Day: \_\_\_\_\_

Time: \_\_\_\_\_

# Sales Training Manual Template

**TeachUcomp**

The logo for TeachUcomp, featuring a stylized red and white circular graphic with a gradient effect, positioned to the right of the company name.

## **Sales Training Manual Template:**

**QuickBooks Online Training Manual Classroom in a Book** TeachUcomp ,2021-06-07 Complete classroom training manual for QuickBooks Online 415 pages and 177 individual topics Includes practice exercises and keyboard shortcuts You will learn how to set up a QuickBooks Online company file pay employees and vendors create custom reports reconcile your accounts use estimating time tracking and much more Topics Covered The QuickBooks Online Plus Environment 1 The QuickBooks Online Interface 2 The Dashboard Page 3 The Navigation Bar 4 The New Button 5 The Settings Button 6 Accountant View and Business View Creating a Company File 1 Signing Up for QuickBooks Online Plus 2 Importing Company Data 3 Creating a New Company File 4 How Backups Work in QuickBooks Online Plus 5 Setting Up and Managing Users 6 Transferring the Primary Admin 7 Customizing Company File Settings 8 Customizing Billing and Subscription Settings 9 Usage Settings 10 Customizing Sales Settings 11 Customizing Expenses Settings 12 Customizing Payment Settings 13 Customizing Time Settings 14 Customizing Advanced Settings 15 Signing Out of QuickBooks Online Plus 16 Switching Company Files 17 Cancelling a Company File Using Pages and Lists 1 Using Lists and Pages 2 The Chart of Accounts 3 Adding New Accounts 4 Assigning Account Numbers 5 Adding New Customers 6 The Customers Page and List 7 Adding Employees to the Employees List 8 Adding New Vendors 9 The Vendors Page and List 10 Sorting Lists 11 Inactivating and Reactivating List Items 12 Printing Lists 13 Renaming and Merging List Items 14 Creating and Using Tags 15 Creating and Applying Customer Types Setting Up Sales Tax 1 Enabling Sales Tax and Sales Tax Settings 2 Adding Editing and Deactivating Sales Tax Rates and Agencies 3 Setting a Default Sales Tax 4 Indicating Taxable Non taxable Customers and Items Setting Up Inventory Items 1 Setting Up Inventory 2 Creating Inventory Items 3 Enabling Purchase Orders and Custom Fields 4 Creating a Purchase Order 5 Applying Purchase Orders to Vendor Transactions 6 Adjusting Inventory Setting Up Other Items 1 Creating a Non inventory or Service Item 2 Creating a Bundle 3 Creating a Discount Line Item 4 Creating a Payment Line Item 5 Changing Item Prices and Using Price Rules Basic Sales 1 Enabling Custom Fields in Sales Forms 2 Creating an Invoice 3 Creating a Recurring Invoice 4 Creating Batch Invoices 5 Creating a Sales Receipt 6 Finding Transaction Forms 7 Previewing Sales Forms 8 Printing Sales Forms 9 Grouping and Subtotaling Items in Invoices 10 Entering a Delayed Charge 11 Managing Sales Transactions 12 Checking and Changing Sales Tax in Sales Forms Creating Billing Statements 1 About Statements and Customer Charges 2 Automatic Late Fees 3 Creating Customer Statements Payment Processing 1 Recording Customer Payments 2 Entering Overpayments 3 Entering Down Payments or Prepayments 4 Applying Customer Credits 5 Making Deposits 6 Handling Bounced Checks by Invoice 7 Handling Bounced Checks by Expense or Journal Entry 8 Handling Bad Debt Handling Refunds 1 Refund Options in QuickBooks Online 2 Creating a Credit Memo 3 Creating a Refund Receipt 4 Refunding Customer Payments by Check 5 Creating a Delayed Credit Entering And Paying Bills 1 Entering Bills 2 Paying Bills 3 Creating Terms for Early Bill Payment 4 Early Bill Payment Discounts 5 Entering

a Vendor Credit 6 Applying a Vendor Credit 7 Managing Expense Transactions Using Bank Accounts 1 Using Registers 2 Writing Checks 3 Printing Checks 4 Transferring Funds Between Accounts 5 Reconciling Accounts 6 Voiding Checks 7 Creating an Expense 8 Managing Bank and Credit Card Transactions 9 Creating and Managing Rules 10 Uploading Receipts and Bills Paying Sales Tax 1 Sales Tax Reports 2 Using the Sales Tax Payable Register 3 Paying Your Tax Agencies Reporting 1 Creating Customer and Vendor QuickReports 2 Creating Account QuickReports 3 Using QuickZoom 4 Standard Reports 5 Basic Standard Report Customization 6 Customizing General Report Settings 7 Customizing Rows and Columns Report Settings 8 Customizing Aging Report Settings 9 Customizing Filter Report Settings 10 Customizing Header and Footer Report Settings 11 Resizing Report Columns 12 Emailing Printing and Exporting Preset Reports 13 Saving Customized Reports 14 Using Report Groups 15 Management Reports 16 Customizing Management Reports Using Graphs 1 Business Snapshot Customizing Forms 1 Creating Custom Form Styles 2 Custom Form Design Settings 3 Custom Form Content Settings 4 Custom Form Emails Settings 5 Managing Custom Form Styles Projects and Estimating 1 Creating Projects 2 Adding Transactions to Projects 3 Creating Estimates 4 Changing the Term Estimate 5 Copy an Estimate to a Purchase Order 6 Invoicing from an Estimate 7 Duplicating Estimates 8 Tracking Costs for Projects 9 Invoicing for Billable Costs 10 Using Project Reports Time Tracking 1 Time Tracking Settings 2 Basic Time Tracking 3 QuickBooks Time Timesheet Preferences 4 Manually Recording Time in QuickBooks Time 5 Approving QuickBooks Time 6 Invoicing from Time Data 7 Using Time Reports 8 Entering Mileage Payroll 1 Setting Up QuickBooks Online Payroll and Payroll Settings 2 Editing Employee Information 3 Creating Pay Schedules 4 Creating Scheduled Paychecks 5 Creating Commission Only or Bonus Only Paychecks 6 Changing an Employee s Payroll Status 7 Print Edit Delete or Void Paychecks 8 Manually Recording External Payroll Using Credit Card Accounts 1 Creating Credit Card Accounts 2 Entering Charges on Credit Cards 3 Entering Credit Card Credits 4 Reconciling and Paying Credit Cards 5 Pay Down Credit Card Assets and Liabilities 1 Assets and Liabilities 2 Creating and Using Other Current Assets Accounts 3 Removing Value from Other Current Assets Accounts 4 Creating Fixed Assets Accounts 5 Creating Liability Accounts 6 Setting the Original Cost of the Fixed Asset 7 Tracking Depreciation Equity Accounts 1 Equity Accounts 2 Recording an Owner s Draw 3 Recording a Capital Investment Company Management 1 Viewing Your Company Information 2 Setting Up Budgets 3 Using the Reminders List 4 Making General Journal Entries Using QuickBooks Tools 1 Exporting Report and List Data to Excel 2 Using the Audit Log Using QuickBooks Other Lists 1 Using the Recurring Transactions List 2 Using the Location List 3 Using the Payment Methods List 4 Using the Terms List 5 Using the Classes List 6 Using the Attachments List Using Help Feedback and Apps 1 Using Help 2 Submitting Feedback 3 Extending QuickBooks Online Using Apps and Plug ins      QuickBooks Desktop Pro 2020 Training Manual Classroom in a Book TeachUcomp ,2019-10-01 Complete classroom training manual for QuickBooks Desktop Pro 2020 296 pages and 189 individual topics Includes practice exercises and keyboard shortcuts You will learn how to set up a QuickBooks company file

pay employees and vendors create custom reports reconcile your accounts use estimating time tracking and much more

Topics Covered

The QuickBooks Environment

- 1 The Home Page and Insight Tabs
- 2 The Centers
- 3 The Menu Bar and Keyboard Shortcuts
- 4 The Open Window List
- 5 The Icon Bar
- 6 Customizing the Icon Bar
- 7 The Chart of Accounts
- 8 Accounting Methods
- 9 Financial Reports

Creating a QuickBooks Company File

- 1 Using Express Start
- 2 Using the EasyStep Interview
- 3 Returning to the Easy Step Interview
- 4 Creating a Local Backup Copy
- 5 Restoring a Company File from a Local Backup Copy
- 6 Setting Up Users
- 7 Single and Multiple User Modes
- 8 Closing Company Files
- 9 Opening a Company File

Using Lists

- 1 Using Lists
- 2 The Chart of Accounts
- 3 The Customers Jobs List
- 4 The Employees List
- 5 The Vendors List
- 6 Using Custom Fields
- 7 Sorting List
- 8 Inactivating and Reactivating List Items
- 9 Printing Lists
- 10 Renaming Merging List Items
- 11 Adding Multiple List Entries from Excel

Setting Up Sales Tax

- 1 The Sales Tax Process
- 2 Creating Tax Agencies
- 3 Creating Individual Sales Tax Items
- 4 Creating a Sales Tax Group
- 5 Setting Sales Tax Preferences
- 6 Indicating Taxable Non taxable Customers and Items

Setting Up Inventory Items

- 1 Setting Up Inventory
- 2 Creating Inventory Items
- 3 Creating a Purchase Order
- 4 Receiving Items with a Bill
- 5 Entering Item Receipts
- 6 Matching Bills to Item Receipts
- 7 Adjusting Inventory

Setting Up Other Items

- 1 Service Items
- 2 Non Inventory Items
- 3 Other Charges
- 4 Subtotals
- 5 Groups
- 6 Discounts
- 7 Payments
- 8 Changing Item Prices

Basic Sales

- 1 Selecting a Sales Form
- 2 Creating an Invoice
- 3 Creating Batch Invoices
- 4 Creating a Sales Receipt
- 5 Finding Transaction Forms
- 6 Previewing Sales Forms
- 7 Printing Sales Forms

Using Price Levels

- 1 Using Price Levels
- Creating Billing Statements

- 1 Setting Finance Charge Defaults
- 2 Entering Statement Charges
- 3 Applying Finance Charges and Creating Statements

Payment Processing

- 1 Recording Customer Payments
- 2 Entering a Partial Payment
- 3 Applying One Payment to Multiple Invoices
- 4 Entering Overpayments
- 5 Entering Down Payments or Prepayments
- 6 Applying Customer Credits
- 7 Making Deposits
- 8 Handling Bounced Checks
- 9 Automatically Transferring Credits Between Jobs
- 10 Manually Transferring Credits Between Jobs

Handling Refunds

- 1 Creating a Credit Memo and Refund Check
- 2 Refunding Customer Payments

Entering and Paying Bills

- 1 Setting Billing Preferences
- 2 Entering Bills
- 3 Paying Bills
- 4 Early Bill Payment Discounts
- 5 Entering a Vendor Credit
- 6 Applying a Vendor Credit

Using Bank Accounts

- 1 Using Registers
- 2 Writing Checks
- 3 Writing a Check for Inventory Items
- 4 Printing Checks
- 5 Transferring Funds
- 6 Reconciling Accounts
- 7 Voiding Checks

Paying Sales Tax

- 1 Sales Tax Reports
- 2 Using the Sales Tax Payable Register
- 3 Paying Your Tax Agencies

Reporting

- 1 Graph and Report Preferences
- 2 Using QuickReports
- 3 Using QuickZoom
- 4 Preset Reports
- 5 Modifying a Report
- 6 Rearranging and Resizing Report Columns
- 7 Memorizing a Report
- 8 Memorized Report Groups
- 9 Printing Reports
- 10 Batch Printing Forms
- 11 Exporting Reports to Excel
- 12 Saving Forms and Reports as PDF Files
- 13 Comment on a Report
- 14 Process Multiple Reports
- 15 Scheduled Reports

Using Graphs

- 1 Using Graphs
- 2 Company Snapshot

Customizing Forms

- 1 Creating New Form Templates
- 2 Performing Basic Customization
- 3 Performing Additional Customization
- 4 The Layout Designer
- 5 Changing the Grid and Margins in the Layout Designer
- 6 Selecting Objects in the Layout Designer
- 7 Moving and

Resizing Objects in the Layout Designer 8 Formatting Objects in the Layout Designer 9 Copying Objects and Formatting in the Layout Designer 10 Adding and Removing Objects in the Layout Designer 11 Aligning and Stacking Objects in the Layout Designer 12 Resizing Columns in the Layout Designer

Estimating 1 Creating a Job 2 Creating an Estimate 3 Duplicating Estimates 4 Invoicing From Estimates 5 Updating Job Statuses 6 Inactivating Estimates 7 Making Purchases for a Job 8 Invoicing for Job Costs 9 Using Job Reports

Time Tracking 1 Tracking Time and Printing a Blank Timesheet 2 Weekly Timesheets 3 Time Enter Single Activity 4 Invoicing from Time Data 5 Using Time Reports 6 Tracking Vehicle Mileage 7 Charging Customers for Mileage

Payroll 1 The Payroll Process 2 Creating Payroll Items 3 Setting Employee Defaults 4 Setting Up Employee Payroll Information 5 Creating Payroll Schedules 6 Creating Scheduled Paychecks 7 Creating Unscheduled Paychecks 8 Creating Termination Paychecks 9 Voiding Paychecks 10 Tracking Your Tax Liabilities 11 Paying Your Payroll Tax Liabilities 12 Adjusting Payroll Liabilities 13 Entering Liability Refund Checks 14 Process Payroll Forms 15 Tracking Workers Compensation Using Credit Card Accounts 1 Creating Credit Card Accounts 2 Entering Credit Card Charges 3 Reconciling and Paying Credit Cards

Assets and Liabilities 1 Assets and Liabilities 2 Creating and Using an Other Current Asset Account 3 Removing Value from Other Current Asset Accounts 4 Creating Fixed Asset Accounts 5 Creating Liability Accounts 6 Setting the Original Cost of Fixed Assets 7 Tracking Depreciation 8 The Loan Manager 9 The Fixed Asset Item List

Equity Accounts 1 Equity Accounts 2 Recording an Owner s Draw 3 Recording a Capital Investment

Writing Letters With QuickBooks 1 Using the Letters and Envelopes Wizard 2 Editing Letter Templates

Company Management 1 Viewing Your Company Information 2 Setting Up Budgets 3 Using the To Do List 4 Using Reminders and Setting Preferences 5 Making General Journal Entries 6 Using the Cash Flow Projector 7 Using Payment Reminders

Using QuickBooks Tools 1 Company File Cleanup 2 Exporting and Importing List Data Using IIF Files 3 Advanced Importing of Excel Data 4 Updating QuickBooks 5 Using the Calculator 6 Using the Portable Company Files 7 Using the Calendar 8 The Income Tracker 9 The Bill Tracker 10 The Lead Center 11 Moving QuickBooks Desktop Using the Migrator Tool

Using the Accountant s Review 1 Creating an Accountant s Copy 2 Transferring an Accountant s Copy 3 Importing Accountant s 4 Removing Restrictions

Using the Help Menu 1 Using Help

*QuickBooks Desktop Pro 2022 Training Manual Classroom in a Book* TeachUcomp ,2021-12-14 Complete classroom training manual for QuickBooks Desktop Pro 2022 303 pages and 190 individual topics Includes practice exercises and keyboard shortcuts You will learn how to set up a QuickBooks company file pay employees and vendors create custom reports reconcile your accounts use estimating time tracking and much more

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 Menu 1 Using Help      *QuickBooks Desktop Pro 2021 Training Manual Classroom in a Book TeachUcomp ,2020-12-17*  
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Adjusting Inventory Setting Up Other Items 1 Service Items 2 Non Inventory Items 3 Other Charges 4 Subtotals 5 Groups 6 Discounts 7 Payments 8 Changing Item Prices Basic Sales 1 Selecting a Sales Form 2 Creating an Invoice 3 Creating Batch Invoices 4 Creating a Sales Receipt 5 Finding Transaction Forms 6 Previewing Sales Forms 7 Printing Sales Forms Using Price Levels 1 Using Price Levels Creating Billing Statements 1 Setting Finance Charge Defaults 2 Entering Statement Charges 3 Applying Finance Charges and Creating Statements Payment Processing 1 Recording Customer Payments 2 Entering a Partial Payment 3 Applying One Payment to Multiple Invoices 4 Entering Overpayments 5 Entering Down Payments or Prepayments 6 Applying Customer Credits 7 Making Deposits 8 Handling Bounced Checks 9 Automatically Transferring Credits Between Jobs 10 Manually Transferring Credits Between Jobs Handling Refunds 1 Creating a Credit Memo and Refund Check 2 Refunding Customer Payments Entering and Paying Bills 1 Setting Billing Preferences 2 Entering Bills 3 Paying Bills 4 Early Bill Payment Discounts 5 Entering a Vendor Credit 6 Applying a Vendor Credit Using Bank Accounts 1 Using Registers 2 Writing Checks 3 Writing a Check for Inventory Items 4 Printing Checks 5 Transferring Funds 6 Reconciling Accounts 7 Voiding Checks Paying Sales Tax 1 Sales Tax Reports 2 Using the Sales Tax Payable Register 3 Paying Your Tax Agencies Reporting 1 Graph and Report Preferences 2 Using QuickReports 3 Using QuickZoom 4 Preset Reports 5 Modifying a Report 6 Rearranging and Resizing Report Columns 7 Memorizing a Report 8 Memorized Report Groups 9 Printing Reports 10 Batch Printing Forms 11 Exporting Reports to Excel 12 Saving Forms and Reports as PDF Files 13 Comment on a Report 14 Process Multiple Reports 15 Scheduled Reports Using Graphs 1 Using Graphs 2 Company Snapshot Customizing Forms 1 Creating New Form Templates 2 Performing Basic Customization 3 Performing Additional Customization 4 The Layout Designer 5 Changing the Grid and Margins in the Layout Designer 6 Selecting Objects in the Layout Designer 7 Moving and Resizing Objects in the Layout Designer 8 Formatting Objects in the Layout Designer 9 Copying Objects and Formatting in the Layout Designer 10 Adding and Removing Objects in the Layout Designer 11 Aligning and Stacking Objects in the Layout Designer 12 Resizing Columns in the Layout Designer Estimating 1 Creating a Job 2 Creating an Estimate 3 Duplicating Estimates 4 Invoicing From Estimates 5 Updating Job Statuses 6 Inactivating Estimates 7 Making Purchases for a Job 8 Invoicing for Job Costs 9 Using Job Reports Time Tracking 1 Tracking Time and Printing a Blank Timesheet 2 Weekly Timesheets 3 Time Enter Single Activity 4 Invoicing from Time Data 5 Using Time Reports 6 Tracking Vehicle Mileage 7 Charging Customers for Mileage Payroll 1 The Payroll Process 2 Creating Payroll Items 3 Setting Employee Defaults 4 Setting Up Employee Payroll Information 5 Creating Payroll Schedules 6 Creating Scheduled Paychecks 7 Creating Unscheduled Paychecks 8 Creating Termination Paychecks 9 Voiding Paychecks 10 Tracking Your Tax Liabilities 11 Paying Your Payroll Tax Liabilities 12 Adjusting Payroll Liabilities 13 Entering Liability Refund Checks 14 Process Payroll Forms 15 Tracking Workers Compensation Using Credit Card Accounts 1 Creating Credit Card Accounts 2 Entering Credit Card Charges 3 Reconciling and Paying Credit Cards Assets and Liabilities 1 Assets and Liabilities 2 Creating and Using an

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 Backup Copy 6 Setting Up Users 7 Single and Multiple User Modes 8 Closing Company Files 9 Opening a Company File  
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