KARMAK TRAINING OPTIONS

SALES

Unit Inventory Webinar *(1½ hours)*

For: Sales Administrators, Sales Personnel

Learn how to create and maintain units in Sales Management. We will cover unit search, maintenance, and display, as well as how to receive an invoice for one or multiple units. We will cover all fields on the Unit Maintenance screen, as well as discuss available reporting options to track your unit inventory. This class is excellent for a new hire or as a refresher.

Sales Management Deal Forms Processing Webinar *(1 hour)*

For: Sales Management Users

Learn to process municipality, state, OEM, and internal deal forms for smoother sales transactions. We'll cover available documents, deal form field controls, automatic and manual form selection, form field entry, and deal packet forms processing procedures.

Sales Management Deal Processing Webinar *(2 hours)*

For: Sales Management Users

We will cover deal processing from start to invoicing in the latest version of Sales Management. Learn to generate quotes, take trade-in units into inventory, add additional unit and deal charges, and calculate FET charges and sales tax. We'll also review procedures for entering financial information, creating multiple deal packets per deal, and generating customer invoices and customer service units.

Sales Management Sales Purchase Orders Webinar *(1 hour)*

For: Sales Coordinators, Sales Managers, Sales Administrators, General Managers

Sales Management offers comprehensive unit and deal tracking in a user-friendly Windows interface. This webinar will be a high-level overview that will briefly cover navigation, setup, unit inventory maintenance, local purchase orders, deal processing, ordering, receiving, accounting review, and reporting features.

Sales Management Financing Webinar *(1 hour)*

For: Sales Coordinators, Sales Managers, Sales Administrators, General Managers

Learn how to set up finance lenders and how to apply financing information to deals. We will cover rate creation through the deal and how the financing will be applied through deal processing.

Sales Management Deal Accounting Webinar *(1 hour)*

For: Sales Management Accounting users and/or Managers

This is a detailed overview of accounting transactions generated within Sales Management as a result of the unit sales process and after sales expense. The user will learn about the functions within the deal itself, such as posting deal deposits or down payments and posting early trade-ins, as well as deal packet accounting.

Sales Management Floor Plan Webinar *(1½ hours)*

For: Sales Managers, Sales Administrators, Sales Personnel, General Managers

We'll cover floor plan reconciliation, including tracking flooring expense by unit and allowing posting to the general ledger, how to set up and maintain floor plan lenders and floor units, and how to maintain and post flooring worksheets.

Sales Management Training *(2 days Onsite or In-house)*

For: Sales Coordinators, Sales Managers, Deal Processors, Branch Managers, General Managers

Join us for an in-depth look at Sales Management. We'll cover deal processing with special emphasis on deals, deal packets, deal forms processing, and accounting review. Learn how to calculate and use commissions, as well as how to use the after-sales expense and after-sales commissions. We will show you how to set up customers, create and maintain unit records, and create and issue local purchase orders (LPOs). We will also cover the basic functionality of standard reports, as well as an overview of Report Generator. In addition, you will learn about all of the latest enhancements to Sales Management that will help make your sales operations more efficient.

**Price will be quoted based on need.*

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KARMAK TRAINING OPTIONS

SALES

Sales Management Salesperson Commissions Webinar *(1 hour)*

For: Sales and Accounting users who post and calculate Commission

Attend this webinar to experience the unit salesperson commission in Sales Management. Learn about the features that let you calculate commissions, the commission worksheet, tiered commissions, after sales commissions, and commission reports.

Sales Management Overview Webinar *(2 hours)*

For: Sales Managers, Sales Coordinators, Sales Administrators, General Managers

Sales Management offers comprehensive unit and deal tracking in a user-friendly Windows interface. This webinar will be a high-level overview that will briefly cover navigation, setup, unit inventory maintenance, local purchase orders, deal processing, ordering, receiving, accounting review, and reporting features.

Ready to Enroll?

To schedule a webinar, or for more information on additional training options, email us at webinars@karmak.com or give us a call at 800-622-6311!