



EXPERT RETAIL and FINANCING SOFTWARE

RETAIL

Point of Sale

Full Price Lookup
 Promotional Pricing
 Floor Sample Pricing
 Integrated Credit Application
 Sells Services

- Extended Service
- Furniture Protection
- Property Insurance
- Debt Cancellation

 Credit Card processing
 Interfaces to Perpetual Inventory

Trackable price changes
 Price Tags – Print your own customizable price tags
 Sales guides to maximize profit

- Step ups
- Accessories

 Delivery changes automatically calculated
 Gathering of email addresses and text phone numbers at the point of sale

Sales Staff Management and Goals

Daily, Monthly, Annual sales goals measurement and notifications

- Sales
- Profit\$
- Accessories sales
- Services sold

The screenshot displays a comprehensive dashboard with the following sections:

- SALES:** A table comparing 'Through 12/07/2016' performance against 'Should be at 12/07/2016' and 'You Should Have Sold This \$ Amount 12/07/2016' (Target and Minimum). Rows include Total, Merch + Svc, Travel + Svc, and Cellular Units.
- ADD ONS:** A table for 'MTD' (Month-to-Date) and 'Today' performance for 'Accessories', showing # Sales, Var.%, and Profit.
- SERVICES:** A table showing 'Goal %' and 'Var %' for various services like Ext Service, Guardian, Credit Ins., Debt Canc., and Roadside.
- PENETRATION DATA MONTH-TO-DATE:** A table comparing 'Minimum' and 'Sold MTD' performance across various metrics like # / Eligible and %.
- PROFIT CONTRIBUTN:** A table showing 'Profit Dollars' and 'Var %' for different categories (ST, FTS, Emp) and 'Thru Today' performance.
- PROFIT CONTRIBUTION FOR MONTH-TO-DATE:** A table showing 'MTD' performance for various categories like Merch, Services, ExtServ, Guardsmn, DebtCn, Insur, and Roadside.

Bilingual Web Sites

Responsive web sites: *A single web site that adapts to phones, tablets, computers*

Dynamic web sites *Change the look of your web site without a technical staff.*

Show your merchandise assortment dynamically

Customer Service

- Web Payments
- Check Delivery Status
- Customers can report merchandise service issues
- Check repair status
- Check frequent buyer club balance
- Check Account balance, payment and purchase history

Online Statements

Customer information changes (*Change of Address, Telephone Number, Employer*)

Marketing

Flexible marketing lists based on demographics, payment or purchase history, etc.

- Promotional Analysis
- Email Campaigns
- Mailers

Telemarketing Campaigns and Results analysis

- Track the effectiveness of the campaigns
- Find out who is contributing to sales

Campaign		20170479		TM GRP OPEN-VNS100HB\$900NDP		Sample Group		(266)			
Created		04/04/2017		Inactive 04/10/2017		Type		OPENACCTS			
Category		SLS-ACCTS		Avg Wk		From		To			
				10/12/2017		10/24/2017					
# Company		Assigned 1667		Worked 1662		Contacted 523		Not Contacted 1139			
# Employee		IN 30.57%		NO 0.90%		NA 67.45%		LM 0.12%			
		DX 0.60%		WG 0.36%		BZ 0.00%		Avg/Day 0.0			
		NO 0.00%									
Empl	Name	Num Sales Made	Total Sales Amount\$	Avg Sale Amount	# Sls As % of Contacted	Sls Pen% Goal Samp + 14%	Sls Pen% Diff	# of Sales as a % of # Worked	SlsPen% -Samp% Diff	Avg Resp Days	
W724	Anton	16	\$14,486	\$905	32.00%	21.14%	10.86%	8.25%	1.10%	21.00	
F010	Meliss	16	\$12,081	\$755	26.23%	21.14%	5.09%	8.08%	0.94%	17.00	
F007	Amy E	9	\$10,127	\$1,125	11.54%	21.14%	-9.60%	4.57%	-2.57%	15.00	
W858	Ana H	16	\$9,755	\$609	26.23%	21.14%	5.09%	8.08%	0.94%	13.00	
F003	Jennif	11	\$8,698	\$790	23.91%	21.14%	2.77%	5.58%	-1.56%	14.00	
W268	Steph	9	\$6,305	\$700	15.00%	21.14%	-6.14%	4.57%	-2.57%	13.00	
W381	Camil	10	\$6,141	\$614	14.29%	21.14%	-6.85%	5.10%	-2.04%	21.00	
W100	Elizab	7	\$4,291	\$613	20.00%	21.14%	-1.14%	7.87%	0.72%	15.00	
W094	Rolan	13	\$4,282	\$329	20.97%	21.14%	-0.17%	6.63%	-0.51%	22.00	
*** TOTALS ***				107	\$76,171	\$711	20.46%	21.14%	-0.68%	6.44%	

Integrated Sales Coaching System

Coaching Log
 Jorge S318 Dept: SALES Log Type: Sales Coached on: 07/23/2016 11:41:21 AM Created: 07/17/2016 11:44:25 AM
 Created by: S312 Coached by: S312

Sales Date Range	MTD Salesperson	Goal	Variance	Var. %	MTD Store	Goal	Variance	Var %
Thru 06/30/2016	Profit: \$31,152	\$28,201	\$2,950	10.4	186,920	179,793	\$7,126	3.9

MTD Salesperson	Tier	Procon\$	Tier1: S/B	Variance	Tier2: S/B	Variance	Goal
Profit Contribution \$	1	\$31,152	\$28,201	\$2,950	\$0	\$31,152	\$28,201

MTD Salesperson	Opened	Mth-Goal	Var #	Var %	MTD Store	Goal	Var #	Var %
# New Accounts	19	26	-7	73.1	136	156	-20	87.2

MTD Salesperson	Should be at	Actual	Var %	Store S/B	Actual	Var %
Merchandise Sales	\$59,633	\$62,041	4.0	\$408,185	\$399,635	-2.1
Profit Contribution	56.30%	61.24%	4.9	51.75%	55.88%	4.1
Service / Sales %	16.00%	18.04%	2.0	16.00%	19.48%	3.4
Cell Activations	0	0	0.0	0	0	0.0

Performance Evaluation: Zoom Insert Eval from List Action Plan: Zoom Insert Plan from List
 Jorge, CONGRATULATIONS! You have exceeded all the performance indicators for the coaching period as of 06/30/2016. Keep it up!
Highlights:
 Top Accessories salesperson at Santa Ana
Something to work on:
 Your sales average and closing ratio was the lowest
 I have read the above performance review and understand the areas that I need to improve.

Employee: Click to Accept Employee signed: 07/23/2016 11:41:10 AM Manager: Click to Sign after Coaching
 Manager signed: 07/23/2016 11:41:21 AM Next Session: 07/30/2016 11:30:00 AM
 Print Log OK Save/Exit [Esc] Cancel

Flexible Sales Commission System

Emp: M901 Pass: Date 01/31/2017 Sisperson S100 Lucio View
 View a Sisperson

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10/08/2017 VN Store SALESPERSON COMMISSION ACTIVITY (FINAL) DEPT: 20:53:46
 (COMMISSION BY RETAIL) As of 01/31/2017 Empl Type: Regular Requested By: Jose Jimenez

DELIVERIES																	
Folio No	Contract No	Reference No	Deliv Date	Date Recorded	Customer Last Name	Deliv	Returns	F/P	Comms	Dep	DebitCanc	Spifs Regular	Commission Potential	Potential	Dwnpymt	New Acct	Floor Sample
V0506546 C	01/31/2017	66267568	01/31/2017	01/31/2017	Melgar	\$19.95		F	\$1.20	13.00	00B						
** Total Deliveries Made On 01/31/2017						\$1,036.91		FC:	\$65.62	PC:	DC:	\$76.22			\$997.25	\$200.00	1.00

PAST DELIVERIES																		
Folio No	Contract No	Reference No	Deliv Date	Date Recorded	Customer Last Name	Deliv	Returns	F/P	Comms	Dep	DebitCanc	Spifs Regular	Commission Potential	Potential	Dwnpymt	New Acct	Floor Sample	
V0506281 I	01/26/2017	66245135	01/26/2017	01/29/2017	Perez	\$39.95		F	\$2.83	13.00	00A							
** Total Past Deliveries Recorded On 01/31/2017						\$1,036.91		FC:	\$65.62	PC:	DC:	\$76.22			\$997.25	\$200.00	1.00	
** Total Deliveries For 01/31/2017						\$25,807.35		\$149.95	FC:	\$1,510.78	PC:	DC:	\$423.89	\$112.50		27,011.79	\$3,340.00	8.0
** Mid All Div Total						\$1,036.91		\$149.95	FC:	\$1,483.21	PC:	DC:	\$433.21	\$112.50		\$7,011.79	\$3,340.00	8.0

Clear/Next [Esc] Cancel



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Español

(323) 880-4963