

# QuickBooks is Costly

A Quick calculator to see why your not making as much as you would like.



## Warning!

IQ reseller users have margin improving inventory and sales information and may be processing orders at a much **lower cost, increasing their profit** at your expense!

**Take 60 seconds** to compare your company's ability to the smartest well run competition and check your grade below here's how:

Quickly write honest times (in seconds) for each step to sell, ship, invoice, track profit and commission on a single line order

## You IQ

4	Search items and view substitute inventory items with qty. sorted by NEW,REF,NOB,etc.
3	View buy/sell history by condition code and by vendor customer
25	Enter sales order with the maximum margin based on available information
5	Time for warehouse to be aware of the order, special conditions for order and pick list
10	Create the FedEx, UPS, DHL, shipping waybill with Sale ref. and cust. P.O. in ref. field
0	Notify customer of order shipment and tracking information
5	Present customer invoice with serial number and full shipment tracking information
0	Add freight line on invoice with markup if shipped on your account

53 *Total seconds*

**Don' forget to add the "warehouse and accounting" time for each order:**

## You IQ

6	Removing the serialized item from your inventory system
0	Calculate the dollar margin on the order
5	Share margin (any amount) with another rep if desired
0	Report that margin in each reps commission report
0	Show margin due only <u>after</u> the AR has been collected (if desired)

11 *seconds more*

## Add to that:

Reducing the inventory quantity on BrokerBin by one and each substitute that it equals. Oh your not doing that take a look at out **Maxlist** Document and add 60 seconds to your score.

*Total of 64 seconds*

## Compare to your best competition!

Less than 60 seconds: A+ Congratulations! You are using **IQ reseller** or living in denial. Admitting you have a problem is the first step in the road to higher profits. Go now to [www.IQreseller.com](http://www.IQreseller.com) to sign up for an on demand webinar

3-4 minutes: C+ Your probably making money and do not realize how much better it can get. Go to [www.IQreseller.com](http://www.IQreseller.com) to sign up for a free on demand webinar.

5 minutes+ D- Stop wondering why your not making the money you should be. Go to [www.IQ reseller.com](http://www.IQ reseller.com) to sign up for a free on demand webinar

**Think QuickBooks, Peachtree and other Generic software is cheap?** Think that using add-on programs and Excel spreadsheets saves you money? **Think again**, staff re-entry of information is the largest controllable expense in your company. Control what you can control:

Unfortunately employees get sick, go on vacation, chat with others, surf online, talk to their significant partner, visit the restroom, with what remaining time there is, why force them to re-enter, and cut/paste information 1 minute here, 5 minutes there, 10 minutes, and more day after day IQ reseller has a better way.

### Salesperson time is extremely valuable to the company

Margin/yr Hrs yr Minutes per year Value per minute 5 minutes 10 minutes

Margin/yr	Hrs yr	Minutes per year	Value per minute	5 minutes	10 minutes
400,000	2080	X 60 = 124,800	\$3.20	\$16	\$32
300,000	2080	X 60 = 124,800	\$2.40	\$12	\$24
200,000	2080	X 60 = 124,800	\$1.60	\$8	\$16

### Accounting time value to the company

Salary+Ben Hrs/yr Minutes/yr Value per minute 5 minutes 10 minutes

Salary+Ben	Hrs/yr	Minutes/yr	Value per minute	5 minutes	10 minutes
70,000	2080	X 60 = 124,800	\$.56	\$2.80	\$5.60
60,000	2080	X 60 = 124,800	\$.48	\$2.40	\$4.80
50,000	2080	X 60 = 124,800	\$.40	\$2.00	\$4.00

### Logistics/Sales support time value to the company

Salary+Ben Hrs/yr Minutes/yr Value per minute 5 minutes 10 minutes

Salary+Ben	Hrs/yr	Minutes/yr	Value per minute	5 minutes	10 minutes
42,000	2080	X 60 = 124,800	\$.33	\$1.65	\$3.30
36,000	2080	X 60 = 124,800	\$.29	\$1.45	\$2.90
26,000	2080	X 60 = 124,800	\$.21	\$1.05	\$2.10

Check out our demos and talk with our customers that are using the #1 IT Reseller Profit Management Software and discover that you really can increase your bottom line profit. Call today!