



## This issue;

1. From the CEO
2. What's New?
  - Pocket SalesPartner
  - Alteration Tracking
  - Improved "To Do Lists"
3. Remote Access
4. Mailing Tip - Activity Templates
5. Button Talk - Refresh & Clear Restraints
6. Advanced weblinks
7. Gremlins!
8. New! Flyer Back Page

## From the CEO

**O**ur latest newsletter brings exciting new innovations from the team at SalesPartner who work tirelessly to keep our real estate software applications absolutely No:1.

Success stories pop up all over the place from those who have made the unique features of SalesPartner their very own. Perhaps I will be forgiven if I include one such story that's quite close to home.

Long time SalesPartner convert Andrew Duncan is well known as at the forefront of his profession, he has been top salesperson at his office (Harcourts Johnsonville) for the past three years and achieved No1 Auction and Tender Lister in the Wellington region (includes Taranaki, Manawatu, Wairarapa and Hawkes Bay) in the most recent quarterly awards (No 10 overall in the region by sales and commissions). He vows that SalesPartner's vendor reports, activity plans, preview invitations, flyers and trump cards, CMAs for buyers and weblinks are exceptionally effective in the market place.

As you can imagine, Andrew is sought after by other offices in his region and we would like to make an offer to train other salespeople as an alternative. If we had a regular training sessions with another 10 or 20 salespeople for twelve months I wonder how many Andrews we would end up with?

We are willing to train, anyone interested?

Regards ☐

*John Duncan*



## What's new?

### Pocket SalesPartner for Android devices.

The project to develop Pocket SalesPartner for Android phones and devices is on track. Pocket SalesPartner will be available to SalesPartner licensees and/or their PAs. Installation will set up a link with a nominated copy of SalesPartner and will be able to download full details of all current listings with adverts and photos. We are working to add details from your current contact database and sales. There are a stream of further enhancements planned. We have determined that to fund these developments we will need to charge an annual fee. Initially that will be set at \$100 +gst for each copy or Pocket SalesPartner required but this will include installation and initial support. Currently Android Pocket SalesPartner is in Beta testing. If you would like a copy please let us know by email to [support@salespartner.co.nz](mailto:support@salespartner.co.nz) ☐

### Alteration Tracking

We now recommend to all offices that are running SalesPartner for the office turn on "Alteration Tracking" so that a record of price changes, listings types and other key alterations to the listings are kept on your system. There are printed reports of alterations recorded available in System Maintenance – Listings Alterations. You can turn on alteration tracking in INI settings – Listing Enquiry. In an office network this will need to be turned on for each workstation. ☐

### Improved "To Do Lists"

The current or weekly tasks list can be generated from templates and these processes have now been improved to the level that the tasks can be set in the templates to be allocated either to the office or to the listing salesperson (or the buyers salesperson) then you can readily filter the To Do List by salesperson to generate a printed weekly list of tasks for them.

The To Do Lists now show to whom the tasks are allocated, the status of any attached listing and the level of any repeat allocated. ☐

*Remember that the absolute latest changes to SalesPartner software can be found on the SalesPartner blog spot, bottom of the main menu.*

Alister Christie



## Remote Access

This year we have started to test and use what was known as Windows Terminal Services to allow for remote access of Sales-

Partner with Office Licenses. (Salespeople can upgrade to small office licenses if they wish.) These facilities have improved greatly since the 2008 release of what is now called RDS, or Remote Desktop Services. SalesPartner appears to run very well in an RDS 2008 environment. We also have extensively improved our "thin client" options to provide access to OfficePartner or SalesPartner data through the internet which does not require the investment needed to set up or support an RDS 2008 environment. For more details please give us a call. □



## Training Tip

### Activity Templates

Whether for a property, such as a listing or appraisal, or a contact it is vital to have a plan and to know what is to be done next.

Martin Bourne, one of our on-team trainers has pre-prepared templates for Listings and Appraisals that make it so easy to produce on the spot marketing calendars. He has also pre-prepared activity templates for past and present buyers and sellers as well as a personal template to get you disgustingly organised. He's ready to share his ideas and templates with you. Why not give him a call, it costs nothing to chat! □



## Button Talk

### The "Refresh" button and the "Clear all Restraints" button

Found in many of the SalesPartner screens, these buttons let you refresh and reset the screen you are viewing.

Admittedly that may seem a little obvious, but when you are in the Contact Database screen for example and you have double clicked on a contact and made some address alterations, or even deleted the contact entirely, you may still wonder why the old information still shows on the screen list. This is the time to hit the "Refresh" button to see the amendments in place.

It is similar for properties in the Gallery too. Changing property address, price, status etc., won't show until you refresh with the "Show All / Reset to defaults" button.

No need to "close down, and come back in"! □



## Advanced Weblinks

Advanced weblinks are like mini web sites where you can add a personal profile, testimonials and handy local web links for your clients to access along with more detailed info on the properties you are promoting in your web links.

You can maintain the custom pages in your advanced weblink through the internet directly. These are now available to all \$60+gst SalesPartner licensees at no extra charge alongside the standard weblinks you are familiar with.

If you would like one setup for you please email [support@salespartner.co.nz](mailto:support@salespartner.co.nz) or [websites@computersforpeople.co.nz](mailto:websites@computersforpeople.co.nz) □



## Gremlins !

Although there's a team of us working to maintain your SalesPartner quality each day, occasionally one may get by us (we call them "gremlins").

If you think there's something wrong with your SalesPartner (or there's something you'd like to see included), please email to let us know at [support@salespartner.co.nz](mailto:support@salespartner.co.nz) and we'll get the gremlin-busters to work straight away. □



## New! ...Flyer Back Page

The latest editions of SalesPartner boasts a new tab on the reports menu (via the Gallery or Listing Enquiry screen).

### Introducing .. "Flyer Back Page".

Now, by more detailed attention to the "features" information being entered, those "flyer back page" features lists can be easily produced.

We have streamlined the data storage available under "Features" and made the fields readily accessible to include in customised as well as standard reports, thus doing away with the need to produce those back page feature lists in another graphics or word program.

Some single page, two-up and three-up standard samples are already available and are easily customised to suit your specific needs.

Watch this space for further developments. □