



Class Descriptions

2018 Regional Training

Cashmate– From quote and button set up, to customer coupons and marketing through reports, learn the power of your POS functions. This isn't some old cash register...use the tool you have to make more money, increase productivity and look more professional.

Emergency 911-Earthquakes, Fires, and Floods, Oh, my! What do you do in an emergency? Troubleshooting, back up plans, and emergency contacts. Learn how to make a plan and work it like a pro.

From Hardware to Support –How strong is your pulse? Hardware, installs, back up, website, support. Make hardware the core of your fitness program!

International Shipping-Some of the highest margins in shipping are available to you on International shipments. Are you set up for success? Learn how to find your best international customers and grow this profit center.

***Mailboxes**-From pricing and sales to marketing and package receiving, there are best practices for making the most of this lucrative profit center. It may be old school, but this is still a huge profit center if managed and marketed correctly.

***Price Theory**-There's an art to setting prices. How much is too much? Are you leaving money on the table? "if at least one customer doesn't complain about your prices...you may be too cheap". Find out if that's true and the theory behind pricing competitively.

***Pro-Pack**- Just like your muscles atrophy without use, the same is true with Pro-Pak. Stop leaving money on the table by not using this powerful muscle in CashMate. Consistency, efficiency, and the ability to print estimates are just a few ways Pro-Pack can help you make more money. Learn how to set it up and how to use it efficiently.

***System Utilities**– There are so many wonderful gems in system utilities. Import, export, back up, securities, time clock...are you getting the most out of them? Exploring System Utilities is like looking at an X-ray of PostalMate.

Shipping and using Quotes– Domestic and commercial shipping, freight, estimates, drop offs, carrier pick ups, history and voids. Shipping is still the life blood of your central system, be sure you are fit and in-shape to garner all you can from this area of your business.

Things you didn't know you didn't know– We still have a few tricks up our sleeves. Learn some of the newest features and discover a few older ones you may not know exist.

USPS and Endicia-Wouldn't it be nice to get a discount on stamps? USPS preferred rates and other products lead to greater profits and a healthier circulation system.

*** Saturday classes**