

HOW TO WRITE A SALES **TRAINING** **MANUAL**



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How To Write A Sales Training Manual

Dan Seidman



How To Write A Sales Training Manual:

The Author Training Manual Nina Amir, 2014-03-18 If you want to write a book that's going to sell to both publishers and readers you need to know how to produce a marketable work and help it become successful It starts the moment you have an idea That's when you begin thinking about the first elements of the business plan that will make your project the best it can be The reality is that you don't want to spend time and energy writing a book that will never get read The way to avoid that is to create a business plan for your book and evaluate it and yourself through the same lens that an agent or acquisitions editor would The Author Training Manual will show you how to get more creative and start looking at your work with those high standards in mind Whether you're writing fiction or non fiction or intend to publish traditionally or self publish author Nina Amir will teach you how to conduct an effective competitive analysis for your work and do a better job at delivering the goods to readers than similar books that are already on the shelf Packed with step by step instructions idea evaluations sample business plans editor and agent commentaries and much more The Author Training Manual provides the information you need to transform from aspiring writer to career author Training Manual United States. War Dept, 1924

NRB Sales Training Manual National Research Bureau (Chicago, Ill.), 1953 *The Ultimate Guide to Sales Training* Dan Seidman, 2012-01-11 The Ultimate Guide to Sales Training is the go to reference for sales managers sales trainers sales coaches and sales consultants who want to increase a sales force's productivity by using these proven techniques Building Mental Flexibility Anchoring Concepts for Easy Recall Encouraging Behavioral Change Covering a wide range of topics The Ultimate Guide to Sales Training shows how to develop a selling system prospect effectively and qualify and disqualify prospects The book also covers information on using power questioning techniques handling objections and includes solution selling guidelines and ideas for creating and delivering potent presentation practices In addition the author covers such hot topics as managing reps attitudes and how to close the sale He also includes suggestions for overcoming buyer resistance and making change occur as well as getting beyond barriers that block decision makers and much much more Praise for The Ultimate Sales Training Handbook This book should be on the desk of every sales manager and sales trainer Dan Seidman created a treasure chest of ideas concepts skills sets and motivation tools that are ready to be converted into cash Gerhard Gschwandtner founder and publisher Selling Power Magazine Sales professionals throughout the world will discover performance improvement through this training encyclopedia Dan Seidman is helping make sales training a major strategic driver for all organizations Tony Bingham president and CEO ASTD Each chapter just might be the one piece that plugs the gap in your team's performance Dan is truly earning the title Trainer to the World's Sales Trainers Willis Turner CAE CSE president and CEO of Sales Marketing Executives International **Sage 50 2019 Training Manual Classroom in a Book** TeachUcomp , 2020-10-27 Complete classroom training manuals for Sage 50 Accounting Two manuals Introductory and Advanced in one book 247 pages and 68 individual topics Includes practice exercises and keyboard shortcuts You will learn

how to setup a company file work with payroll sales tax job tracking advanced reporting and much more *Sage 50 Accounting 2023 Training Manual Classroom in a Book* TeachUcomp Inc.,2023-10-05 Complete classroom training manuals for Sage 50 Accounting Two manuals Introductory and Advanced in one book 247 pages and 130 individual topics Includes practice exercises and keyboard shortcuts You will learn how to setup a company file work with payroll sales tax job tracking advanced reporting and much more

Getting Acquainted with Sage 50 1 The Sage 50 Environment 2 The Sage 50 Navigation Centers 3 Using the Menu Bar 4 Customizing Shortcuts 5 Learning Common Business Terms Setting Up a Company 1 Creating a Sage 50 Company 2 Converting a Company 3 Setting Customer Defaults 4 Setting Vendor Defaults 5 Setting Inventory Defaults 6 The Payroll Setup Wizard 7 Setting Employee Defaults 8 Setting Job Defaults 9 Making a Local Backup 10 Making a Cloud Backup 11 Restoring from a Local Backup File 12 Restoring from a Cloud Backup File 13 Setting Up Security and Creating Users 14 Configuring Automatic Backups 15 Configuring Automatic Cloud Backups

Using the General Ledger 1 General Ledger Default Settings 2 Adding Accounts 3 Deleting and Inactivating Accounts 4 Adding Beginning Balances to Accounts 5 Using Lists 6 Adding General Journal Entries 7 Basic General Ledger Reports 8 Entering Account Budgets 9 The Cash Account Register Using Sales Tax 1 The Sales Tax Wizard 2 Collecting Sales Tax 3 Paying Sales Taxes Entering Records 1 Entering Customer Records 2 Entering Customer Beginning Balances 3 Entering Vendor Records 4 Entering Vendor Beginning Balances 5 Entering Inventory 6 Entering Inventory Beginning Balances 7 Changing a Record ID

Accounts Receivable 1 Setting Statement and Invoice Defaults 2 Quotes Sales Orders Proposals and Invoicing 3 Entering Quotes 4 Converting Quotes 5 The Sales Orders Window 6 The Proposals Window 7 The Sales Invoicing Window 8 Printing and Emailing Invoices 9 Entering and Applying Credit Memos 10 The Receive Money Window 11 Statements and Finance Charges 12 Selecting Deposits

Accounts Payable 1 The Purchase Orders Window 2 Entering a Drop Shipment 3 Select for Purchase Orders 4 The Purchases Receive Inventory Window 5 The Payments Window 6 The Select For Payment Window 7 Entering Vendor Credit Memos

Managing Inventory 1 Building and Unbuilding Assemblies 2 Making Inventory Adjustments 3 Changing Item Prices

Creating Payroll 1 Adding Employees 2 Adding Employee Beginning Balances 3 Performance Reviews and Raise History 4 Paying a Group of Employees 5 Paying an Employee Account Management 1 Writing Checks 2 Voiding Checks 3 Reconciling Bank Accounts 4 Changing the Accounting Period

Job Tracking 1 Setting Up a Job 2 Creating Custom Fields for Jobs 3 Creating Phases for Jobs 4 Creating Cost Codes for Phases 5 Entering Beginning Balances for a Job 6 Making Purchases for a Job 7 Invoicing for Job Purchases 8 Job Tracking 9 Entering Change Orders for a Job Time and Billing 1 Adding Time Ticket Employees 2 Entering Activity Items 3 Entering Charge Items 4 Entering Time Tickets 5 Entering Expense Tickets 6 Billing Time and Expense Tickets

Settings and Tools 1 Changing the Company Info and Posting Methods 2 Posting and Unposting 3 Memorized Transactions 4 Using the Purge Wizard 5 Using the Year End Wizard 6 Data Verification 7 Updating Encryption 8 Archiving a Company 9 Using and Restoring an Archive Company 10 Sharing a Company Using

Remote Data Access 11 Connect to a Shared Company Using Remote Data Access 12 Managing User and File Access Using Remote Data Access 13 Finding Transactions 14 Sync Data in Microsoft 365 15 Email Setup 16 Writing Letters Reporting 1 The Cash Flow Manager 2 The Collection Manager 3 The Payment Manager 4 The Financial Manager 5 Find on Report 6 Previewing and Printing Preset Reports 7 Report Groups 8 Modifying Reports 9 Exporting Reports to Excel 10 Importing and Exporting Data 11 Exporting Reports to PDF 12 Modifying Task Window Screen Templates 13 Modifying Forms The Internal Accounting Review 1 Using the Internal Accounting Review Action Items 1 Events 2 To Do Items 3 Alerts Options 1 Changing Global Options 2 Changing the System Date Assets and Liabilities 1 Assets and Liabilities 2 Creating an Other Current Assets Account 3 Subtracting Value from an Other Current Assets Account 4 Creating a Fixed Assets Account 5 Accumulated Depreciation 6 Liability Accounts 7 Paying on a Long Term Liability 8 Equity Help 1 Using Search and Help Topics 2 Using the Sage 50 User s Guide *Introductory SQL Training Manual Classroom in a Book TeachUcomp ,2019-10-27* Complete classroom training manual to learn Introductory SQL 84 pages and 43 individual topics Includes practice exercises and keyboard shortcuts The goal of this course to give the student the knowledge of which SQL statement they will need to use to accomplish specific tasks within a database as well as provide links to database specific implementations of those core statements Topics Covered Introduction to Databases and SQL 1 Overview of a Database 2 The Flat File Method of Data Storage 3 The Relational Model of Data Storage 4 Tips for Creating a Relational Database 5 What is SQL 6 Using SQL in Access 2013 Data Definition Language 1 The CREATE Statement 2 The CREATE DATABASE Statement 3 The CREATE TABLE Statement 4 The CREATE INDEX Statement 5 SQL Constraints 6 The DROP Statement 7 The ALTER TABLE Statement 8 NULL Values in SQL 9 Data Types in SQL 10 Auto Increment in SQL Data Manipulation Language 1 The INSERT Statement 2 The UPDATE Statement 3 The DELETE Statement 4 The SELECT Statement 5 The WHERE Clause 6 Criteria Notation and Wildcard Characters in the WHERE Clause 7 The ORDER BY Clause 8 The GROUP BY Clause and Aggregate Functions 9 The JOIN Clause 10 The UNION Operator 11 The SELECT INTO Statement 12 The INSERT INTO SELECT Statement 13 Subqueries Data Control Language 1 The CREATE USER and CREATE ROLE Statements 2 Privileges 3 The GRANT Statement 4 The REVOKE Statement 5 The ALTER USER and ALTER ROLE Statements 6 The DROP USER and DROP ROLE Statements Transaction Control Language 1 The TRANSACTION Statement SQL Functions and Aliases 1 Understanding SQL Functions 2 Calculated Fields and Column Aliases 3 Table Aliases Views 1 About Views 2 The CREATE VIEW Statement 3 The ALTER VIEW Statement 4 The DROP VIEW Statement *QuickBooks Pro 2023 for Lawyers Training Manual Classroom in a Book TeachUcomp ,* Complete classroom training manual for QuickBooks Pro 2023 for Lawyers Full classroom manual in one book 351 pages and 213 individual topics Includes practice exercises and keyboard shortcuts You will learn how to create and effectively manage a legal company file as well as use QuickBooks for trust accounting In addition you ll receive our complete QuickBooks curriculum Topics Covered The QuickBooks Environment 1 The Home Page

2 The Centers 3 The Menu Bar and Keyboard Shortcuts 4 The Open Window List 5 The Icon Bar 6 Customizing the Icon Bar 7 The Chart of Accounts 8 Accounting Methods 9 Financial Reports Creating a QuickBooks Company File 1 Using Express Start 2 Using the EasyStep Interview 3 Returning to the Easy Step Interview 4 Creating a Local Backup Copy 5 Restoring a Company File from a Local Backup Copy 6 Setting Up Users 7 Single and Multiple User Modes 8 Closing Company Files 9 Opening a Company File Using Lists 1 Using Lists 2 The Chart of Accounts 3 The Customers Jobs List 4 The Employees List 5 The Vendors List 6 Using Custom Fields 7 Sorting List 8 Inactivating and Reactivating List Items 9 Printing Lists 10 Renaming Merging List Items 11 Adding Multiple List Entries from Excel 12 Customer Groups Setting Up Sales Tax 1 The Sales Tax Process 2 Creating Tax Agencies 3 Creating Individual Sales Tax Items 4 Creating a Sales Tax Group 5 Setting Sales Tax Preferences 6 Indicating Taxable Non taxable Customers and Items Setting Up Inventory Items 1 Setting Up Inventory 2 Creating Inventory Items 3 Creating a Purchase Order 4 Receiving Items with a Bill 5 Entering Item Receipts 6 Matching Bills to Item Receipts 7 Adjusting Inventory Setting Up Other Items 1 Service Items 2 Non Inventory Items 3 Other Charges 4 Subtotals 5 Groups 6 Discounts 7 Payments 8 Changing Item Prices Basic Sales 1 Selecting a Sales Form 2 Creating an Invoice 3 Creating Batch Invoices 4 Creating a Sales Receipt 5 Finding Transaction Forms 6 Previewing Sales Forms 7 Printing Sales Forms Using Price Levels 1 Using Price Levels Creating Billing Statements 1 Setting Finance Charge Defaults 2 Entering Statement Charges 3 Applying Finance Charges and Creating Statements Payment Processing 1 Recording Customer Payments 2 Entering a Partial Payment 3 Applying One Payment to Multiple Invoices 4 Entering Overpayments 5 Entering Down Payments or Prepayments 6 Applying Customer Credits 7 Making Deposits 8 Handling Bounced Checks 9 Automatically Transferring Credits Between Jobs 10 Manually Transferring Credits Between Jobs Handling Refunds 1 Creating a Credit Memo and Refund Check 2 Refunding Customer Payments Entering and Paying Bills 1 Setting Billing Preferences 2 Entering Bills 3 Paying Bills 4 Early Bill Payment Discounts 5 Entering a Vendor Credit 6 Applying a Vendor Credit 7 Upload and Review Bills Using Bank Accounts 1 Using Registers 2 Writing Checks 3 Writing a Check for Inventory Items 4 Printing Checks 5 Transferring Funds 6 Reconciling Accounts 7 Voiding Checks 8 Adding Bank Feeds 9 Reviewing Bank Feed Transactions 10 Bank Feed Rules 11 Disconnecting Bank Feed Accounts Paying Sales Tax 1 Sales Tax Reports 2 Using the Sales Tax Payable Register 3 Paying Your Tax Agencies Reporting 1 Graph and Report Preferences 2 Using QuickReports 3 Using QuickZoom 4 Preset Reports 5 Modifying a Report 6 Rearranging and Resizing Report Columns 7 Memorizing a Report 8 Memorized Report Groups 9 Printing Reports 10 Batch Printing Forms 11 Exporting Reports to Excel 12 Saving Forms and Reports as PDF Files 13 Comment on a Report 14 Process Multiple Reports 15 Scheduled Reports Using Graphs 1 Using Graphs 2 Company Snapshot Customizing Forms 1 Creating New Form Templates 2 Performing Basic Customization 3 Performing Additional Customization 4 The Layout Designer 5 Changing the Grid and Margins in the Layout Designer 6 Selecting Objects in the Layout Designer 7 Moving and Resizing Objects in the

Layout Designer 8 Formatting Objects in the Layout Designer 9 Copying Objects and Formatting in the Layout Designer 10 Adding and Removing Objects in the Layout Designer 11 Aligning and Stacking Objects in the Layout Designer 12 Resizing Columns in the Layout Designer Estimating 1 Creating a Job 2 Creating an Estimate 3 Duplicating Estimates 4 Invoicing From Estimates 5 Updating Job Statuses 6 Inactivating Estimates 7 Making Purchases for a Job 8 Invoicing for Job Costs 9 Using Job Reports Time Tracking 1 Tracking Time and Printing a Blank Timesheet 2 Weekly Timesheets 3 Time Enter Single Activity 4 Invoicing from Time Data 5 Using Time Reports 6 Tracking Vehicle Mileage 7 Charging Customers for Mileage Payroll 1 The Payroll Process 2 Creating Payroll Items 3 Setting Employee Defaults 4 Setting Up Employee Payroll Information 5 Creating Payroll Schedules 6 Creating Scheduled Paychecks 7 Creating Unscheduled Paychecks 8 Creating Termination Paychecks 9 Voiding Paychecks 10 Tracking Your Tax Liabilities 11 Paying Your Payroll Tax Liabilities 12 Adjusting Payroll Liabilities 13 Entering Liability Refund Checks 14 Process Payroll Forms 15 Tracking Workers Compensation Using Credit Card Accounts 1 Creating Credit Card Accounts 2 Entering Credit Card Charges 3 Reconciling and Paying Credit Cards Assets and Liabilities 1 Assets and Liabilities 2 Creating and Using an Other Current Asset Account 3 Removing Value from Other Current Asset Accounts 4 Creating Fixed Asset Accounts 5 Creating Liability Accounts 6 Setting the Original Cost of Fixed Assets 7 Tracking Depreciation 8 The Fixed Asset Item List Equity Accounts 1 Equity Accounts 2 Recording an Owner s Draw 3 Recording a Capital Investment Writing Letters With QuickBooks 1 Using the Letters and Envelopes Wizard 2 Editing Letter Templates Company Management 1 Viewing Your Company Information 2 Setting Up Budgets 3 Using the To Do List 4 Using Reminders and Setting Preferences 5 Making General Journal Entries 6 Using Payment Reminders 7 Receipt Management Using QuickBooks Tools 1 Company File Cleanup 2 Exporting and Importing List Data Using IIF Files 3 Advanced Importing of Excel Data 4 Updating QuickBooks 5 Using the Calculator 6 Using the Portable Company Files 7 Using the Calendar 8 The Income Tracker 9 The Bill Tracker 10 The Lead Center 11 Moving QuickBooks Desktop Using the Migrator Tool Using the Accountant s Review 1 Creating an Accountant s Copy 2 Transferring an Accountant s Copy 3 Importing Accountant s 4 Removing Restrictions Using the Help Menu 1 Using Help Creating a Legal Company File 1 Making a Legal Company Using Express Start 2 Making a Legal Company Using the EasyStep Interview 3 Reviewing the Default Chart of Accounts 4 Entering Vendors 5 Entering Clients and Cases 6 Enabling Class Tracking for Law Firms 7 Creating Billing Line Items Setting up a Trust Account 1 What is an IOLTA 2 Creating Accounts for Trust Management 3 Creating Items for Trust Management Managing a Trust Account 1 Depositing Client Money into the Client Trust Account 2 Entering Bills to Pay from the Trust Account 3 Recording Bills for Office Expenses 4 Paying Bills from the Client Trust Account 5 Using a Client Trust Credit Card 6 Time Tracking and Invoicing for Legal Professionals 7 Paying the Law Firm s Invoices Using the Client Funds 8 Refunding Unused Client Trust Account Funds 9 Escheated Trust Funds Trust Account Reporting 1 Creating a Trust Account Liability Proof Report 2 Creating a Trust Liability

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Rearranging and Resizing Report Columns 7 Memorizing a Report 8 Memorized Report Groups 9 Printing Reports 10 Batch Printing Forms 11 Exporting Reports to Excel 12 Saving Forms and Reports as PDF Files 13 Comment on a Report 14 Process Multiple Reports 15 Scheduled Reports Using Graphs 1 Using Graphs 2 Company Snapshot Customizing Forms 1 Creating New Form Templates 2 Performing Basic Customization 3 Performing Additional Customization 4 The Layout Designer 5 Changing the Grid and Margins in the Layout Designer 6 Selecting Objects in the Layout Designer 7 Moving and Resizing Objects in the Layout Designer 8 Formatting Objects in the Layout Designer 9 Copying Objects and Formatting in the Layout Designer 10 Adding and Removing Objects in the Layout Designer 11 Aligning and Stacking Objects in the Layout Designer 12 Resizing Columns in the Layout Designer Estimating 1 Creating a Job 2 Creating an Estimate 3 Duplicating Estimates 4 Invoicing From Estimates 5 Updating Job Statuses 6 Inactivating Estimates 7 Making Purchases for a Job 8 Invoicing for Job Costs 9 Using Job Reports Time Tracking 1 Tracking Time and Printing a Blank Timesheet 2 Weekly Timesheets 3 Time Enter Single Activity 4 Invoicing from Time Data 5 Using Time Reports 6 Tracking Vehicle Mileage 7 Charging Customers for Mileage Payroll 1 The Payroll Process 2 Creating Payroll Items 3 Setting Employee Defaults 4 Setting Up Employee Payroll Information 5 Creating Payroll Schedules 6 Creating Scheduled Paychecks 7 Creating Unscheduled Paychecks 8 Creating Termination Paychecks 9 Voiding Paychecks 10 Tracking Your Tax Liabilities 11 Paying Your Payroll Tax Liabilities 12 Adjusting Payroll Liabilities 13 Entering Liability Refund Checks 14 Process Payroll Forms 15 Tracking Workers Compensation Using Credit Card Accounts 1 Creating Credit Card Accounts 2 Entering Credit Card Charges 3 Reconciling and Paying Credit Cards Assets and Liabilities 1 Assets and Liabilities 2 Creating and Using an Other Current Asset Account 3 Removing Value from Other Current Asset Accounts 4 Creating Fixed Asset Accounts 5 Creating Liability Accounts 6 Setting the Original Cost of Fixed Assets 7 Tracking Depreciation 8 The Fixed Asset Item List Equity Accounts 1 Equity Accounts 2 Recording an Owner s Draw 3 Recording a Capital Investment Writing Letters With QuickBooks 1 Using the Letters and Envelopes Wizard 2 Editing Letter Templates Company Management 1 Viewing Your Company Information 2 Setting Up Budgets 3 Using the To Do List 4 Using Reminders and Setting Preferences 5 Making General Journal Entries 6 Using Payment Reminders 7 Receipt Management Using QuickBooks Tools 1 Company File Cleanup 2 Exporting and Importing List Data Using IIF Files 3 Advanced Importing of Excel Data 4 Updating QuickBooks 5 Using the Calculator 6 Using the Portable Company Files 7 Using the Calendar 8 The Income Tracker 9 The Bill Tracker 10 The Lead Center 11 Moving QuickBooks Desktop Using the Migrator Tool Using the Accountant s Review 1 Creating an Accountant s Copy 2 Transferring an Accountant s Copy 3 Importing Accountant s 4 Removing Restrictions Using the Help Menu 1 Using Help Creating a Legal Company File 1 Making a Legal Company Using Express Start 2 Making a Legal Company Using the EasyStep Interview 3 Reviewing the Default Chart of Accounts 4 Entering Vendors 5 Entering Clients and Cases 6 Enabling Class Tracking for Law Firms 7 Creating Billing Line Items Setting up a Trust Account 1 What is an

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Bill Payment Discounts 5 Entering a Vendor Credit 6 Applying a Vendor Credit 7 Upload and Review Bills Using Bank Accounts 1 Using Registers 2 Writing Checks 3 Writing a Check for Inventory Items 4 Printing Checks 5 Transferring Funds 6 Reconciling Accounts 7 Voiding Checks Paying Sales Tax 1 Sales Tax Reports 2 Using the Sales Tax Payable Register 3 Paying Your Tax Agencies Reporting 1 Graph and Report Preferences 2 Using QuickReports 3 Using QuickZoom 4 Preset Reports 5 Modifying a Report 6 Rearranging and Resizing Report Columns 7 Memorizing a Report 8 Memorized Report Groups 9 Printing Reports 10 Batch Printing Forms 11 Exporting Reports to Excel 12 Saving Forms and Reports as PDF Files 13 Comment on a Report 14 Process Multiple Reports 15 Scheduled Reports Using Graphs 1 Using Graphs 2 Company Snapshot Customizing Forms 1 Creating New Form Templates 2 Performing Basic Customization 3 Performing Additional Customization 4 The Layout Designer 5 Changing the Grid and Margins in the Layout Designer 6 Selecting Objects in the Layout Designer 7 Moving and Resizing Objects in the Layout Designer 8 Formatting Objects in the Layout Designer 9 Copying Objects and Formatting in the Layout Designer 10 Adding and Removing Objects in the Layout Designer 11 Aligning and Stacking Objects in the Layout Designer 12 Resizing Columns in the Layout Designer Estimating 1 Creating a Job 2 Creating an Estimate 3 Duplicating Estimates 4 Invoicing From Estimates 5 Updating Job Statuses 6 Inactivating Estimates 7 Making Purchases for a Job 8 Invoicing for Job Costs 9 Using Job Reports Time Tracking 1 Tracking Time and Printing a Blank Timesheet 2 Weekly Timesheets 3 Time Enter Single Activity 4 Invoicing from Time Data 5 Using Time Reports 6 Tracking Vehicle Mileage 7 Charging Customers for Mileage Payroll 1 The Payroll Process 2 Creating Payroll Items 3 Setting Employee Defaults 4 Setting Up Employee Payroll Information 5 Creating Payroll Schedules 6 Creating Scheduled Paychecks 7 Creating Unscheduled Paychecks 8 Creating Termination Paychecks 9 Voiding Paychecks 10 Tracking Your Tax Liabilities 11 Paying Your Payroll Tax Liabilities 12 Adjusting Payroll Liabilities 13 Entering Liability Refund Checks 14 Process Payroll Forms 15 Tracking Workers Compensation Using Credit Card Accounts 1 Creating Credit Card Accounts 2 Entering Credit Card Charges 3 Reconciling and Paying Credit Cards Assets and Liabilities 1 Assets and Liabilities 2 Creating and Using an Other Current Asset Account 3 Removing Value from Other Current Asset Accounts 4 Creating Fixed Asset Accounts 5 Creating Liability Accounts 6 Setting the Original Cost of Fixed Assets 7 Tracking Depreciation 8 The Fixed Asset Item List Equity Accounts 1 Equity Accounts 2 Recording an Owner s Draw 3 Recording a Capital Investment Writing Letters With QuickBooks 1 Using the Letters and Envelopes Wizard 2 Editing Letter Templates Company Management 1 Viewing Your Company Information 2 Setting Up Budgets 3 Using the To Do List 4 Using Reminders and Setting Preferences 5 Making General Journal Entries 6 Using Payment Reminders 7 Receipt Management Using QuickBooks Tools 1 Company File Cleanup 2 Exporting and Importing List Data Using IIF Files 3 Advanced Importing of Excel Data 4 Updating QuickBooks 5 Using the Calculator 6 Using the Portable Company Files 7 Using the Calendar 8 The Income Tracker 9 The Bill Tracker 10 The Lead Center 11 Moving QuickBooks Desktop Using the Migrator Tool Using the Accountant s Review 1 Creating an

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