



communicator

by PROFITsystems, Inc.



Calendar

April

- 20th - 24th Daily Process Training Class
- 25th - 30th High Point Market - **Come visit our new space** in the Plaza Suites Building, NHFA Retail Resource Center, Space 22 and 23

May

- 25th - PROFITsystems CLOSED for Memorial Day

June

- 15th - 19th Daily Process Training Class
- 23rd - 25th PROFITgroups Visionaries group, Ft. Wayne, IN



For more information about our classroom training and to make your reservation,

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Sneak Preview Into 12.0

Joanne Gulnac, Director of Software Support

Our development department has been busy working on our next release, PROFIT *professional* 12.0, due out by the end of 2009 and Software Support is too excited to delay sharing some of the new enhancements:

- Executive Dashboard, complete with interactive charts and graphs
- Credit card integration with X-charge
- Suggested selling within Sales Entry
- Sales Performance Reporting Suite - It will replace the Sales Analysis in Microsoft Access
- Enhanced service module with improved linking capabilities to the items being serviced, complete with reporting
- Ledger drill down capabilities within View/Ledger Entries
- Print Edit List and Post entries options direct from many of the Enter screens

In future newsletters we will continue to highlight new features and provide more details on the above ones. If you would like to get on the waiting list for the 12.0

please contact Dawn at 800.888.5565 or dawnu@profitsystems.com.



PROFIT *groups* facilitates highly motivated groups of similar retailers who want successfully field-tested and time-proven answers to their biggest challenges. Members meet twice per year in a relaxed, content-rich setting to share Best Practices and help each other achieve double-digit profitability objectives. Owners measure their financial success against industry norms, network to improve GMROI and inventory management, lower both fixed and variable expenses, and improve efficiencies. For many years, this program has helped hundreds of retailers achieve financial success for themselves, their families, and their employees. This program is designed to help you take your business to the next level.

We are looking forward to seeing our PROFIT *groups* members at the next meeting. If you would like more information, please [visit our website](#). If you are considering becoming a PROFIT *groups* member or would like references, contact us at 800.325.2018 or phyllisz@profitsystems.com.

conversions, please email our conversion team at conversions@profitsystems.com.

2008 PROFIT *freight* Recap

Layla Berglund, Director of PROFIT freight

As many of you already know, PROFIT *freight* kicked off 2008 by adding another new carrier with outstanding discounts and services. FedEx National quickly became our most popular carrier within just a few short months. They offer our membership significantly discounted inbound, outbound, and third party rates. That's not all that happened though. In 2008 we also added the following services and benefits for all of our members to take advantage of:

- Reduced fuel surcharges
- Reduced residential delivery fees
- Online quoting capability - from your location
- Assistance with debit memos or VCBs

We also added nearly 100 new members throughout the year, bringing our total membership count to 535 retailers nationwide and in Canada.

[Click here to read the rest of the article.](#)



Save \$600 Per Year!

Are you signed up for an *automated* PROFIT *systems* support payment plan? You could be saving \$50 a month! That is \$600 a year! The automated plan saves you time as well as cuts down on the ink, paper, and postage used to send in payments.

PROFIT *systems* has several options for payment plans. Please call the accounting department at 800.888.5565 extension 113 to discuss which one will work best for you.



Coaches Corner by PROFIT consulting

Here are some of the products and services that we currently deliver:

- [Product List](#)
- [e-Marketing](#)
- [Performance Groups](#)
- [Business Analysis & Recommendations](#)
- [Financial Forecasting](#)
- [Inventory Management Systems](#)
- [Financial Management](#)
- [Customer Service Systems](#)
- [Operations Consulting and](#)

Editor of Furniture Today Echo's E-Commerce Strategy Webinar

By David McMahon, Business Coach & Director of e-Strategy

After delivering a webinar to representatives of businesses all over North America, I picked up the latest copy of Furniture Today. My favorite parts of this weekly trade magazine are the editorials. In this issue, Ray Allegrezza, Editor-in-chief, wrote an article titled, "[Are you really connecting?](#)". Wow! He echoed the exact opinions expressed in our webinar.

Do you think this topic is timely?

"It's always a good thing to be connected to your customers -- current and potential.

But in this current economic climate, being disconnected from your customer is not just risky business, it can be deadly business....

... She's out there and she's looking for you. This is not the time to play hide and seek."

- Ray Allegrezza, Editor-in-chief, Furniture Today

This is exactly what we are doing! Helping you connect to your customers - current and potential!

[Click here to read the rest of the article.](#)

MYTHOPHOBIA - The Fear of Myths, Stories, or False Statements

Phyllis Zaepfel, Director of PROFIT groups

I am not a person who gets frightened easily, well unless we are talking about bugs or snakes, but life in general doesn't scare me. Maybe it is my faith factor in ratio to my fear factor or possibly the ADD (Attention Deficit Disorder). My attention span just isn't what it once was and I forget why I may have become

- [Procedures](#)
- [Delivery Routing Systems](#)
- [Sales Management](#)

Contact PROFIT *consulting* at info@profitconsulting.net or via [our new message board](#).

worried in the first place.

What follows is just a few of the observations I have made recently along with some research I have been doing that helps to keep things in perspective for me and aids in keeping me fearless!

[Click here to read the entire article.](#)

The PROFITsystems E-Communicator is your best source for news and information on PROFITsystems, technology, and the retail furniture industry. If you need to know about our conferences, software, or just what is new around the halls of PROFITsystems, this is the place to find it. In conjunction with our website www.profitsystems.com, we are working to provide you the most information in the most timely manner possible. If you have not registered for access to our online PROFITresource Center, please sign up at our home page today!

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