

DART *Board*

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INVENTORY

October 2006 - Issue #18

ACCU-DART for AccountMate 7.1

AccountMate[®]
SOFTWARE THAT FITS

ACCU-DART is now available for AccountMate v 7.1. AccountMate 7.1 features many enhancements which make using ACCU-DART even easier, including new warehouse transfer documents.

This release is the first to feature the ACCU-DART v3.0 upgrades, which includes many improvements that will help you to better customize our software for your clients' individual needs. In addition to the extensive features* available for ACCU-DART, we have added:

Multi-Language

- ACCU-DART is now capable of running in different languages
- Warehouse staff can work in a language with which they are more comfortable
- Desktop version can support non-standard alphabets

Voice Prompts on the Desktop

- Using .wav files, ACCU-DART can now integrate voice prompts with the desktop version.
- Voice prompts can be customized to your clients' needs

R/F Monitoring Screen – "The Grid"

- We have changed the appearance of the R/F Monitoring Screen
- Now it is easier to keep track of multiple base-stations, and a large number of R/F users

Visual Class Libraries

- Source code has been moved into separate visual class libraries for each module
- Now it is easier for Resellers to modify and/or enhance the ACCU-DART system to meet the unique requirements of their customers



For those resellers who are currently selling AccountMate 7.1, or are in the process of upgrading their clients' systems, now is the ideal time to add ACCU-DART to their operations!

For more information, please visit www.accu-dart.com

Event Reporter: TPAC

The Third-Party Advantage Conference (TPAC) was a great success!



ACCU-DART participated at TPAC by having an exhibit booth, as well as two info sessions. Our first session featured a hands-on demonstration of how ACCU-DART works. The second session focused on different markets that fit ACCU-DART, and how to sell ACCU-DART to your clients.

Thank you to everyone who came to see us, to learn more about ACCU-DART and how it can improve your clients' businesses. It was wonderful to meet so many of our ACCU-DART Resellers, and is always great to meet new/potential resellers that have heard about our product.

For more information on TPAC, please visit www.tpac.biz

Reseller Case Study Incentive

Have you sold ACCU-DART to one (or more) of your clients? Do they have a story to tell? We are looking to create new case studies of successful ACCU-DART installations.



Share with us your clients' stories and we will offer you an additional 10% (max \$1000) off your next ACCU-DART sale. We will work with you to organize your case-study information and put together the case study.

As with our other marketing materials, we would be able to customize our case study to include your logo and contact information.

For more information on creating a case study for ACCU-DART, please contact barb@accu-dart.com.

October Web Demos

Once again we are offering Web Demos for ACCU-DART Resellers. Resellers can learn more about ACCU-DART, develop skills for demonstrating the software, as well as sales & marketing techniques. We will also review Sales & Marketing techniques to help you promote ACCU-DART to your clients.

Available Webinars for August:

AccountMate	Monday, October 16, 2006 - 4:00pm EST
Sage Pro ERP	Thursday, October 19, 2006 - 4:00pm EST
Sage Accpac ERP	Friday, October 20, 2006 - 4:00pm EST

Attendance is limited, so please register early! Individual Webinars for Resellers and/or Prospects are also available by appointment only. To register, please contact Barbra at barb@accu-dart.com

New Addition!



Executive Concepts Inc. congratulates Irwin Ash on becoming a grandfather! Marissa Kaitlyn Magder was born on Saturday, September 16, 2006, weighing 8 lbs, 4oz. Parents Randi (née Ash) & Jonathan Magder are overjoyed with the arrival of their baby girl.

Congratulations to the happy parents, grandparents, aunts, & uncles and wish them all the best!

Generating New Leads: www.SellAccountingSoftware.com

Interested in being alerted to qualified software buyers in your area? If your target market is anywhere in the US or Canada, you **should** consider partnering with

www.SellAccountingSoftware.com.



Sell Accounting Software offers a daily source of leads delivered direct to your email inbox. Detailed summaries of prospects and their requirements allow you to select only the leads that will be most profitable for you. Because you select each lead after you've been informed of what they're looking for, you can quickly locate

the opportunities that are worth your time. All of the qualification is done by SellAccountingSoftware.com on the front end.

Sell Accounting Software leads are highly motivated buyers.

Sell Accounting Software leads are never cold-called. Instead, each prospect has actually taken the initiative to begin their search on their own. Every prospect that becomes a lead has first visited www.FindAccountingSoftware.com and requested **help finding** appropriate software. After submitting their search request form, they've also further clarified their requirements with a 30 minute phone interview. Once you are matched with one of these prospects you can even listen to the audio file of their needs analysis phone interview.

Another benefit when using Sell Accounting Software as a lead source is that your investment is protected with a Lead Guarantee. In the unlikely event Sell Accounting Software would incorrectly document a prospect's requirements, the lead won't cost you a thing. Even without the Lead Guarantee, Sell Accounting Software compares favorably from a price standpoint with other lead referral programs.

Make sure your FindAccountingSoftware profile mentions that you are an ACCU-DART reseller for additional referrals!

For more information on the program and how it can work for you, visit www.SellAccountingSoftware.com. If you'd like to hear about starting up a free trial membership, feel free to contact Jeff Budiac at (414) 456-0500 x24