



The DNA of a CAS Firm

One firm's journey to world-class client services

Laura Redmond



A photograph of two young women with long blonde hair talking outdoors at night. The woman on the left is in profile, looking towards the woman on the right. They are both wearing dark jackets. The background is dark with some blurred green lights, suggesting an outdoor setting like a park or festival.

Take a minute
to connect with
your neighbor

#QBConnect | WiFi: QBConnect

CPE Process

In order to receive CPE credit

- Be sure to sign in or scan your badge for this session
- You must stay in the session for the duration of the training
- This session is eligible for **1 hour of CPE**
- CPE certificates are emailed directly to you within 4 weeks of the conference date to the same email address you used to register

behind the scenes with REDMOND ACCOUNTING INC



About today's speaker



Laura Redmond

2019 Top CAS ProAdvisor, IA

2015 Top 20 Firm of the Future, Intuit

2014 Leading QuickBooks Online Practice, IA

Founder, Redmond Accounting Inc

Co-founder, Aero Workflow



www.redmondaccounting.com/QBC2019

Agenda

Vision

Process

System

Results

Agenda

Vision

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Results

Vision > Leadership



- Core values
- Core focus
- Marketing strategy
- Target

Vision > Leadership > **Core Values**



The foundation of your company's culture

- List people you admire
- List what you admire
- Select 5 – 10 core values

Vision > Leadership > **Core Focus**



- Why you are excited to wake up and come to work
- +
- What you do well and enjoy doing

Vision > Leadership > **Core Focus**



- Simple language
- Big & bold
- Ah-ha effect
- Comes from the heart
- Not just about money
- Bigger than a goal

Vision > Leadership > **Marketing Strategy**



- Target market
- Three uniques
- Proven process
- Guarantee

Vision > Leadership > Target



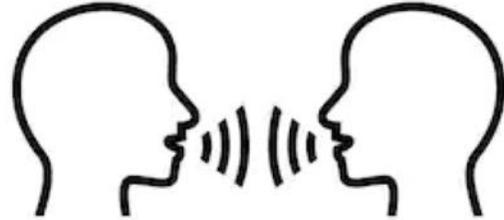
- Total revenue
- Average client revenue
- Client count
- Staff count

Vision > Traction

LEVEL 10 MEETING

Good news	5 mins
Scorecard: on / off target	5 mins
Rock review: on / off track	5 mins
People headlines	5 mins
To-Do list: done / not done	5 mins
Issues: identify, discuss, solve	60 mins
Conclude	5 mins

Vision



What do you want?

Resonates with everything else you do

Agenda

Vision

Process

System

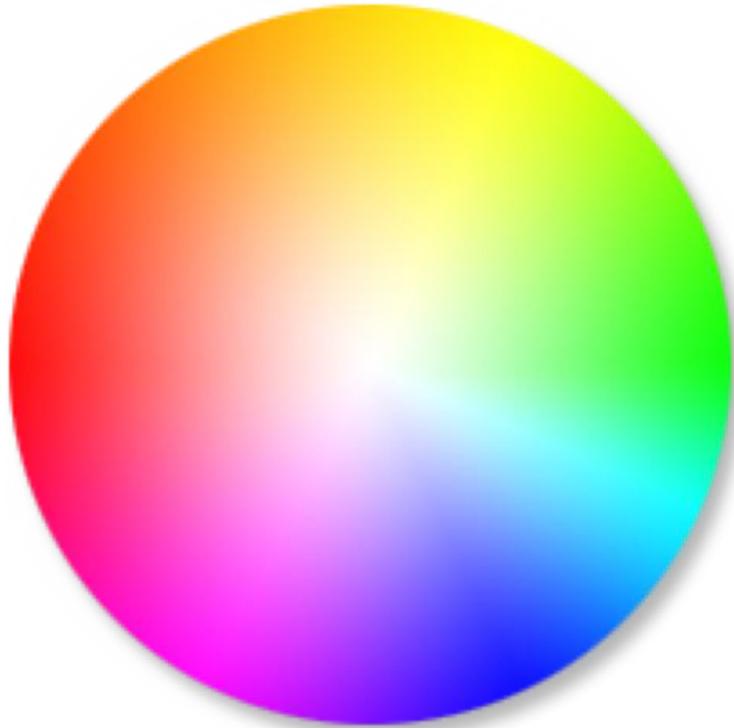
Results



Process > Marketing > Branding > **message**

WHO How
WHEN ? WHAT
WHERE WHY

Process > Marketing > Branding > **style**



Typography
Typography
Typography
Typography
Typography

Logo

Process > Marketing > Lead Generation > **target market**



- Country: United States
- Revenue: 1M to 10M
- Industry: Professional services
- Technology: QuickBooks
- Position: Most senior contact
- Email Type: Verified

Process > Marketing > Lead Generation > **blog**

REDMOND ACCOUNTING INC

Home Services About **Blog** Jobs Test Drive Q

Redmond Accounting Inc. News

Own the Future

In addition to our regularly scheduled workload, our firm is intentional about also making time to learn and share. Intuit's annual event for business owners, QuickBooks Connect [...]

Sep 12, 2018 / Add Comment

App Spotlight

Time Travel is Here

Over 5.6 million customers globally use QuickBooks Online (QBO). Keeping that data secure is a top priority for Intuit, the makers of QBO. QuickBooks Online [...]

Sep 5, 2018 / Add Comment

QuickBooks Online Features

QuickBooks Tip: Receipt Capture

It is important to keep supporting documentation on the use of a company's funds, whether funds are spent via cash, company check, wire, ACH or company [...]

Aug 28, 2018 / Add Comment

App Spotlight

Approving Bills With New Bill.com (2 of 2)

Last week we spotlighted one of our favorite apps for online bill pay to vendors - Bill.com. We showed you their new interface along with [...]

Aug 22, 2018 / Add Comment

Process > Marketing > Lead Generation > email campaign

What is CAS? Mon, Jul 29, 1:06 PM

Hey Laura,

I recently spoke to a business owner who was confused by the varying services offered by different accounting firms. Think about it this way. One engineer builds software; another builds bridges. One attorney works in civil legalities; another pursues criminal cases. The accounting profession also has specialties such as Tax, Audit and Client Accounting Services (CAS). What is CAS?



It's the equivalent of a business' accounting department, performed by an accounting firm. CAS practice is one of the fastest-growing in the profession. Progressive firms perform day-to-day accounting functions so you don't have to carry the burden of staffing, supplying, hiring and managing an accounting team.

We love what we do. But it's no fun until we share it with you! [Reach out to us](#) or forward this email to someone you know who needs us.

Thanks again!

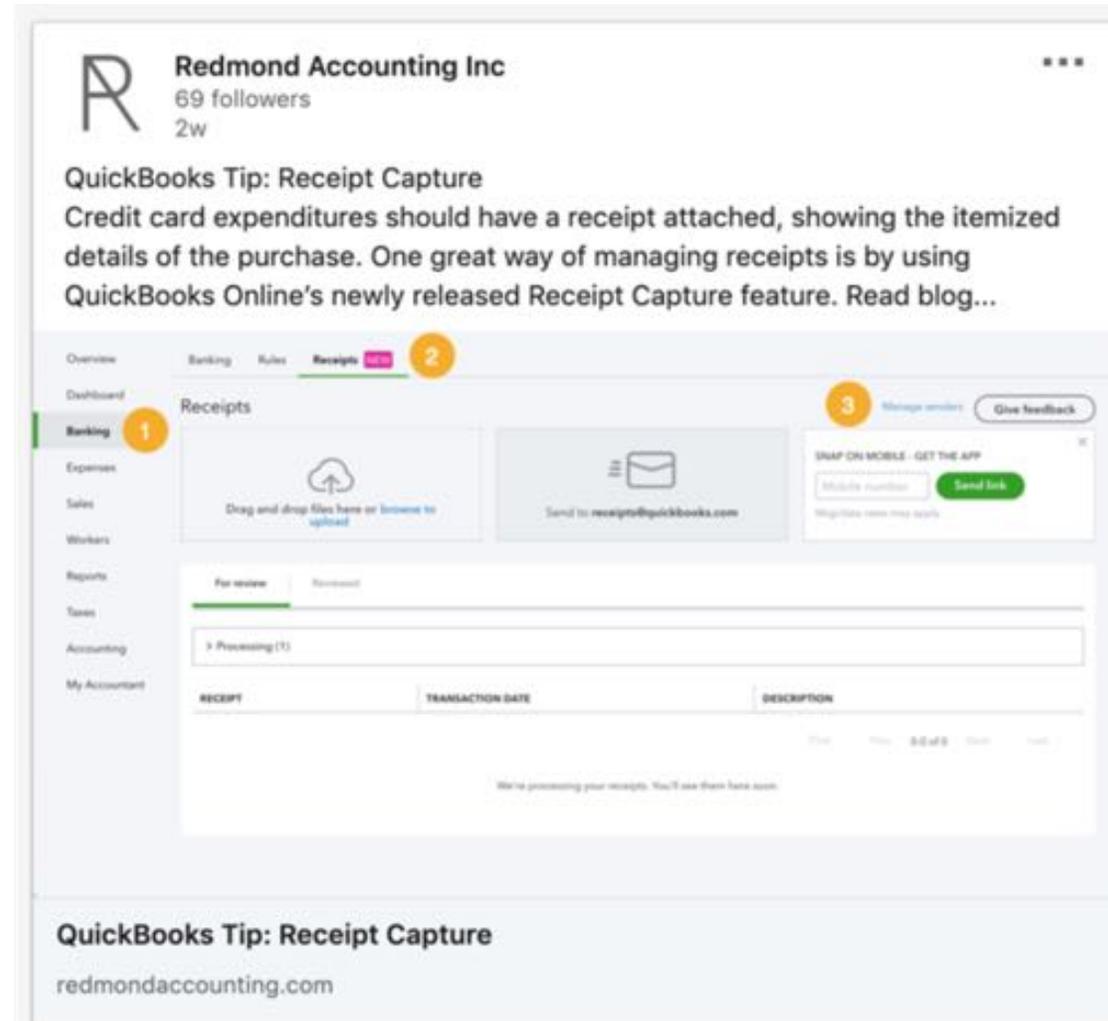


Laura Redmond
Founder
Redmond Accounting

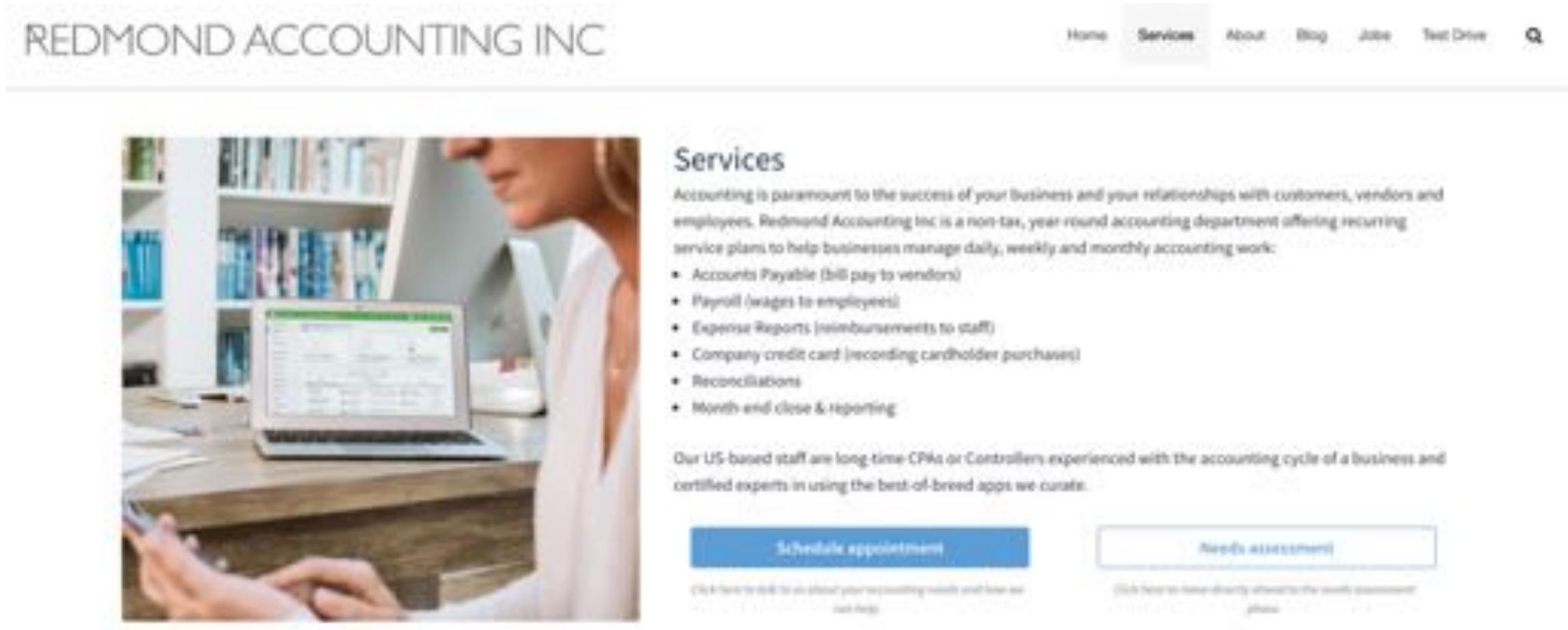


Sent to: laura@redmondaccounting.com
Don't want future emails? [Unsubscribe](#)

Process > Marketing > Lead Generation > **social media**



Process > Marketing > Lead Generation > **website**



Process > Sales > Lead Qualification > **schedule appointment**

The screenshot shows the Redmond Accounting Inc. website. The header includes the company name and navigation links: Home, Services, About, Blog, Jobs, Test Drive, and a search icon. The main content area is split into two columns. The left column features a green headset icon, the text 'Redmond Welcome', a '15 min' duration indicator, and a paragraph: 'This is a 15-minute web meeting to review the services we offer and determine if we are a solution for your business' recurring accounting department needs.' The right column is titled 'Select a Date & Time' and displays a calendar for October 2019. The date 'Tuesday, October 8' is selected. A time selection interface shows '9:30am' in a grey button and '9:45am' in a white button with a blue border. A blue 'Confirm' button is also visible. At the bottom of the calendar, it indicates 'Pacific Time - US & Canada (2:43pm)'.

Process > Sales > Lead Qualification > **right fit**

REDMOND ACCOUNTING INC Home Services About Blog Jobs Test Drive



Redmond

Welcome

15 min

9:30am - 9:45am, Tuesday, October 8, 2019

Pacific Time - US & Canada

Enter Details

First Name *

Last Name *

Email *

Company Name *

Your title/position at the company *

Are you comfortable working with your accounting department virtually with QuickBooks Online as the core accounting program? (Our 100% US-based staff do not work onsite and do not support the desktop version of QuickBooks.) *

Yes, I currently use QuickBooks Online

Yes, I am willing to switch to QuickBooks Online

No

Process > Sales > Lead Qualification > **cost calculator**

REDMOND ACCOUNTING INC Home Services About Blog Jobs Test Drive

Accounting Department Cost Calculator

Use our calculator to determine general costs associated to an in-house accounting department.
Click the **Use Typical Costs** button to quickly fill in common amounts. Make changes, as needed, and click **Calculate**.

[Use Typical Costs](#)

Cost of Staff Accountant	Additional Costs
Hourly rate	Your supervision hours per week
<input type="text" value="18.00"/>	<input type="text" value="3.00"/>
Hours per week	Your hiring & training hours / year
<input type="text" value="40.00"/>	<input type="text" value="20.00"/>
Payroll % (taxes & workers comp)	Your hourly value
<input type="text" value="15.00"/>	<input type="text" value="100.00"/>
Health insurance	CPA cleanup fees / year
<input type="text" value="350.00"/>	<input type="text" value="200.00"/>
Retirement %	
<input type="text" value="2.00"/>	
Overhead % (office space, computers, supplies)	
<input type="text" value="20.00"/>	
Number of Staff Accountants	
<input type="text" value="1.00"/>	

[Calculate](#)

Monthly Cost = \$6020.11

Process > Sales > Needs Assessment > **business info**

Needs Assessment

Money In

Questions related to money coming into the business by customers, clients, patients, donors, etc. We do not perform this service, however the method in which revenue is recorded on the books is critical to the rest of the work that we do.

Method used for recording sales and collecting payments from customers

Choose

Revenue process *

Explain current workflow process for recording revenue and collecting payment from your customers, including software programs used and who performs this work

Your answer

Payment methods accepted from your customers *

- Check
- Credit Card
- Wire
- ACH
- Cash

Choose

- None
- Invoice customers, paper check payments taken to bank for deposit
- Invoice customers, electronic payments automatically deposited at bank
- Online webstore / E-Commerce
- Physical store with Point of Sale register
- Physical restaurant with Point of Sale register
- Practice management tool invoices and collects from patients in office
- 3rd party medical billing service
- Automated recurring charges

Process > Sales > Needs Assessment > qb access

REDMOND ACCOUNTING INC Home Services About Blog Jobs Test Drive

QuickBooks Online

If your business is using QuickBooks Online, please follow these instructions to invite us to access it as an Accountant user:

1. Log in to QuickBooks Online as an Admin or Accountant user
2. Select the Gear icon at the top, then choose **Manage Users**
3. Click the **Accounting Firms** tab.
4. Invite your accountant:
 1. If this is your first time inviting an accountant, enter our firm's email address qbopro@redmondaccounting.com, then select Invite.
 2. If there's an existing Accountant user, select Invite at the top right and then enter our firm's email address qbopro@redmondaccounting.com, then select Invite.

Note: You can invite up to 2 accountants. If you use QuickBooks Online Advanced, you can invite up to 3. Adding an Accountant user does not count toward your user limit.

QuickBooks Desktop

If your business is using QuickBooks for Mac or QuickBooks Pro, Premier or Enterprise for Windows, please follow these instructions to send that datafile to us:

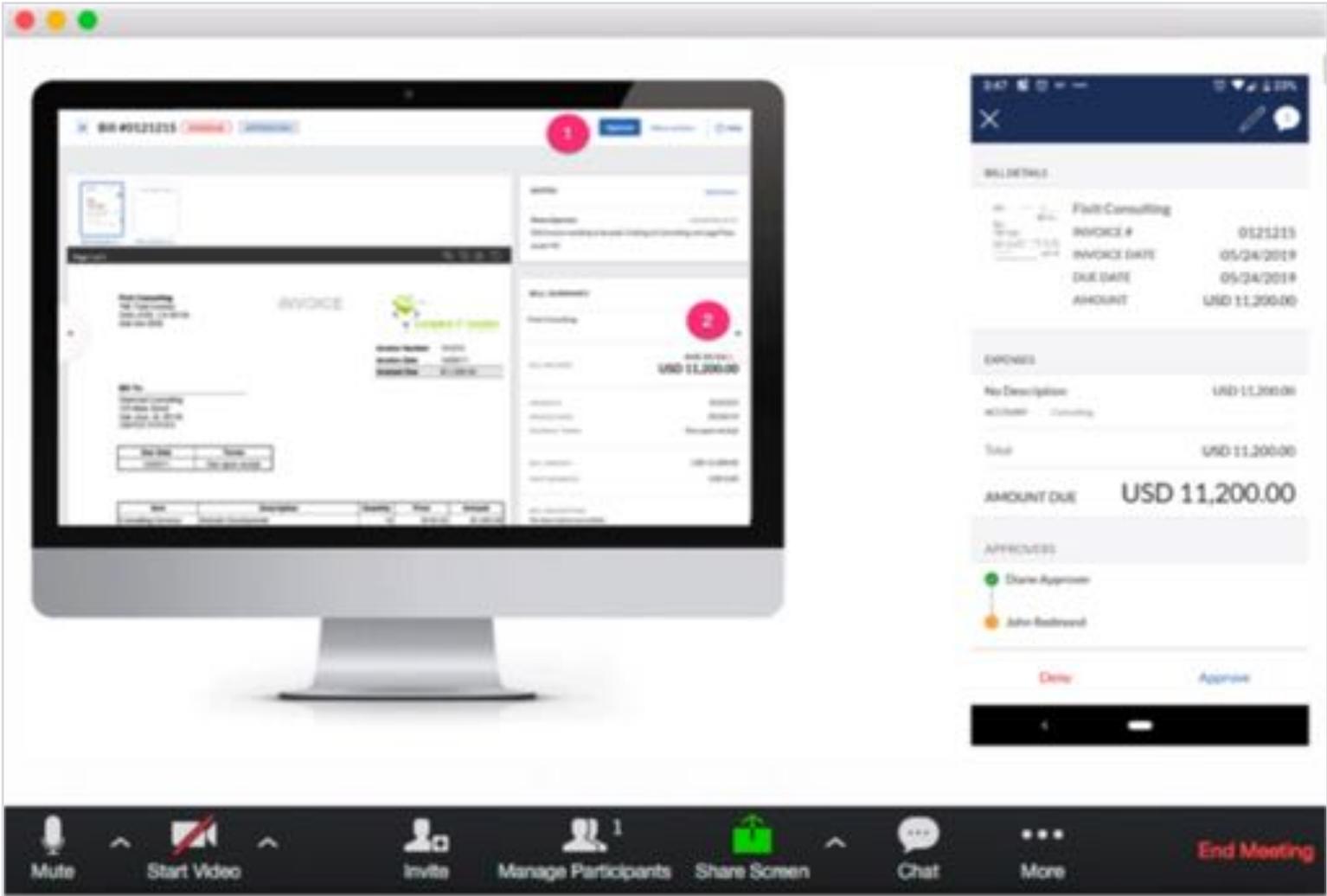
1. [Create a portable file](#) of the QuickBooks Desktop data file
2. Upload that portable file to a web-based folder of your choice, such as [Google Drive](#) (preferred).
3. Share access to that folder with us at qbopro@redmondaccounting.com
4. Send the QuickBooks admin username and password to us at qbopro@redmondaccounting.com



Process > Sales > Proposal > **meet**



Process > Sales > Proposal > demo



Process > Sales > Proposal > data analysis



QuickBooks Online Data Analysis
for
My Company
3/24/14

QuickBooks Online Data Analysis is an essential function to evaluate the accuracy and integrity of your QBO company data, diagnose problems and prescribe solutions. Accurate financial data provides dependable business intelligence and promotes the well-being and profitability of your business.

	●	●	●
	No action required	Suggestions and Tips	Action required

Exchanging funds, recording transactions, reconciling accounts and measuring results takes a great deal of effort and should be performed regularly. It is the responsibility of every business to expend sufficient resources to setup and maintain proper fiscal systems. It is a cost of doing business that should not be ignored.

The ability to provide accurate and timely financial information affects every aspect of your business by providing the basis to make decisions that grow a successful enterprise. Improper setup or procedures can negatively impact a business. Designing, implementing, maintaining, troubleshooting and analyzing an efficient financial management system requires a unique mix of knowledge and experience. Setting up systems that provide secure internal controls and harness technology to automate workflow will benefit your business.

The purpose of this evaluation is to provide you with the status and recommendations prepared for your QuickBooks Online company to insure that you are using it to its fullest potential. Congratulate yourself for taking the first step in identifying the areas that need improvement and use the results below to make a plan for reforming the processes that need it.

QBO Company ●

We applaud your decision to use QuickBooks Online. This means that you always have the most current version and release of the accounting software available. There is no limit to the data file size associated to transactions, lists and attached documents. Data is stored at best-in-class data centers and protected by passwords, encryption and redundant servers. The audit trail is turned on by default in QBO to insure supervision and control.

The QuickBooks Online version is Simple Start. There is one user for the QBO subscription.

Suggested Improvements:

- Upgrade to QBO Plus account to take advantage of budget and class-tracking functionality
- Use budgets for fiscal planning
- Document accounting processes
- As the business grows, plan for separation of duties to reduce vulnerability to fraud

General Ledger ●

The general ledger is the complete record of financial transactions over the life of the company. It holds the information needed to prepare financial statements and is a means to identify errors and / or instances of fraud. The general ledger is comprised of assets, liabilities, equity, revenue and expenses - all of which must be recorded properly and maintained regularly for accuracy.

Suggested Improvements:

- Regularly close the month with period end date and password to prevent modification to closed periods
- Reconcile Balance Sheet accounts to supporting documentation (bank statements) for previous periods
- Establish capitalization policy; review large expenditures to determine whether any should be capitalized; reconcile fixed assets to depreciation schedule
- Determine Sales Tax liability and plan for tracking and remittance
- Create allocation schedule for prepaid expenses
- Determine intention of uncategorized asset
- Reclassify Opening Balance Equity

Banking ●

Your accounting software controls the life-blood of the business: Cash Flow. Accurate bank account information helps to verify that you've recorded all transactions in a timely manner, as well as offering a way to confirm cleared transactions with the bank in real time within QBO.

The company bank account is connected to QBO, with no errors. Downloaded bank transactions are up-to-date to current period.

Suggested Improvements:

- Bank accounts are not reconciled. All prior months must be reconciled.
- Outstanding transactions are not current.

Sales ●

Sales are necessary to off-set the expenditures made by the company in order to result in a profit. A profit increases the net worth of the owners and is a positive use of assets. It is important to record sales properly for reporting gross receipts and to measure performance, growth and trends.

Suggested Improvements:

- Reclassify deposits recorded as expenditures to appropriate revenue account
- Merge multiple duplicate income accounts
- Customer names do not appear valid - no associated sales transactions
- Reorganize income & COGS accounts and set up class tracking to measure margin

Expenditures ●

The company uses bank debit cards for most purchases and receives very few vendor bills. As this activity grows, an online bill payment solution with electronic document management will improve visibility and approval of expenses and insure proper procedure for Payables.

Suggested Improvements:

- Reclassify payments from Refunds-Allowances revenue account
- Reclassify SODK payment from Other G&A to Subcontractors
- Reclassify 7/7/14 transaction recorded to "Uncategorized Expense"
- Verify \$2800 utility expense with no description or name
- Reclassify "Miscellaneous" expense and delete account (use Uncategorized Expense as temporary holding place instead)
- Use vendor names on all money-out transactions for better detail reporting.
- Explore whether to capitalize some of the R&D expenses
- Suggest merging several Cost accounts
- Merge duplicate vendors, rename for bank & merge vendor names for wire transfers
- Determine whether purchase order process is needed for approvals
- Procedures for 1099-vendors, including Welcome Letters requesting W9, TIN tracking, account mapping and electronic form submission, will improve this annual duty.

Accounts ●

The Chart of Accounts is the basis of the general ledger and the categorization of financial transactions. The account list is appropriate and reasonable in size. Account numbers are not being used.

Suggested Improvements:

- No Fixed Assets - determine whether any expenditures should be capitalized
- Suggest deleting "Uncategorized Asset"
- Confirm no company credit cards
- Confirm no long term loans due
- Suggest deleting "CA Payable" account
- Suggest using Capital Stock and/or Paid in Capital for corporate equity reporting

Process > Sales > Proposal > options

	TEAM PLAN Scalable solutions \$ [blurred] per month Term = 12 months	CORE PLAN Powerful efficiency \$ [blurred] per month Term = 12 months	GURU PLAN Solid framework \$ [blurred] per month Term = 12 months
Structure	✓	✓	✓
CFO Call	✓	✓	
Forecast & Budget	✓		
Cash Flow	✓		
Ratio Analysis	✓		
Reconcile and Close	✓	✓	
Adjusting Journals	✓	✓	
Bank Feed	✓		
Managed Workflow		✓	✓
Payroll	✓		
Payables	✓		

Process > Sales > Proposal > **client engagement**

TECHNOLOGY SOLUTIONS FOR MODERN BUSINESSES

My Test Company
Redmond Accounting Inc. Starting on January 1, 2010

Your Service Summary

1. Structure

- System Architecture
- Client Hub
- Genius Bar

2. Accounting

- Reconcile & Review, Monthly
- Close, Monthly
- Cash Flow, Monthly
- Controller Call, Monthly
- Reporting, Available 24/7

3. Bookkeeping

1 Summary 2 Schedule 3 Payment 4 Sign **Next >**

Process > Sales > Proposal > **welcome email**



Laura Redmond

Mon, Jul 22, 4:05 PM

Hi [REDACTED],

This is your confirmation that proposal # [REDACTED] for [REDACTED] was accepted. For your reference here is a [link to your engagement letter](#).

Please complete the steps below to get started with us:

1. Look for an email invite to Client Hub within the next 24 hours on regular business days
2. Accept the invite and set your password
3. Download the iOS or Android app for Client Hub on your smartphone and log in
4. Click this link to schedule a **Kickoff Meeting** with us to discuss:
 - How we communicate
 - How we gather info that we need in order to start setting up your services

Here is a video overview of this process

Process



How will you get there?

“This is how we do things here”

Agenda

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Results

Manage Open Aeros Due Today

		Start Date	Est. Hours	Subject	Type	Status
	View	09/30/2019 09:00 PM	0.00	QBO "What's New" webinar	HR - HR	Not Started
	View	10/01/2019 10:00 AM	0.50	QBO: Reconcile credit cards	ACC-GL	Not Started
	View	10/01/2019 10:00 AM	1.00	QBO: Bank feed	ACC-GL	Not Started
	View	10/03/2019 09:00 AM	1.50	Add transactions from Debit Card to Report	ACC-GL	Not Started
			Grp Hrs: 3.00			
	View	10/01/2019 06:00 AM	2.00	QBO: Reconcile	ACC-GL	Deferred
			Grp Hrs: 2.00			
	View	10/01/2019 12:00 AM	1.50	Monthly Controller Call	ACC-CS	Not Started
	View	10/03/2019 06:08 AM	1.00	Post weekly blog on social media	HR - Sales & Marketing	Not Started
			Grp Hrs: 14.50			
	View	10/01/2019 05:00 AM	0.50	Fund IRA	ACC-AP	Not Started
	View	10/03/2019 01:24 PM	0.50	Setup Google Analytics & tracking	HR - Sales & Marketing	Deferred Need to research
			Grp Hrs: 4.00			
	View	10/01/2019 12:00 AM	8.00	[billable] 1099: Vendor W9 Management	ACC-AP	Not Started
	View	10/01/2019 04:10 PM	0.50	Bill.com training	ACC-GL	Deferred
	View	10/02/2019 09:30 AM	0.25	Transfer to Gusto	ACC-GL	Deferred
			Grp Hrs: 9.50			
			Tot Hrs: 33.00			

Process > Sales > Proposal > **task assignment**

The screenshot displays the Zapier interface for configuring a Zap. At the top, it shows 'My Zap' with a trigger URL and a 'Your Zap is On' toggle. The main area is titled 'Set up Aero Workflow Aero' and includes a 'Setup Preview' toggle. The configuration is divided into two steps:

- 1. TRIGGER:** 'Proposal Accepted'. It lists 'Practice Ignition' as the source, with a specific trigger 'Proposal Accepted' and a contact 'Practice Ignition laura@redm...'. A 'Test This Step' button is available.
- 2. SEARCH:** 'Find Company'. This step is currently empty.

The right-hand panel shows the 'Action' configuration for the 'Find Company' step, with the following fields:

- Subject (required):** 'Proposal Accepted: [Step 1] My Test Company'
- Aero Type (required):** 'ACC-OB'
- Scheduled Start Date (required):** 'now'
- Assigned To (required):** 'Laura Redmond'

System > Onboarding > Phase #1 Welcome Client

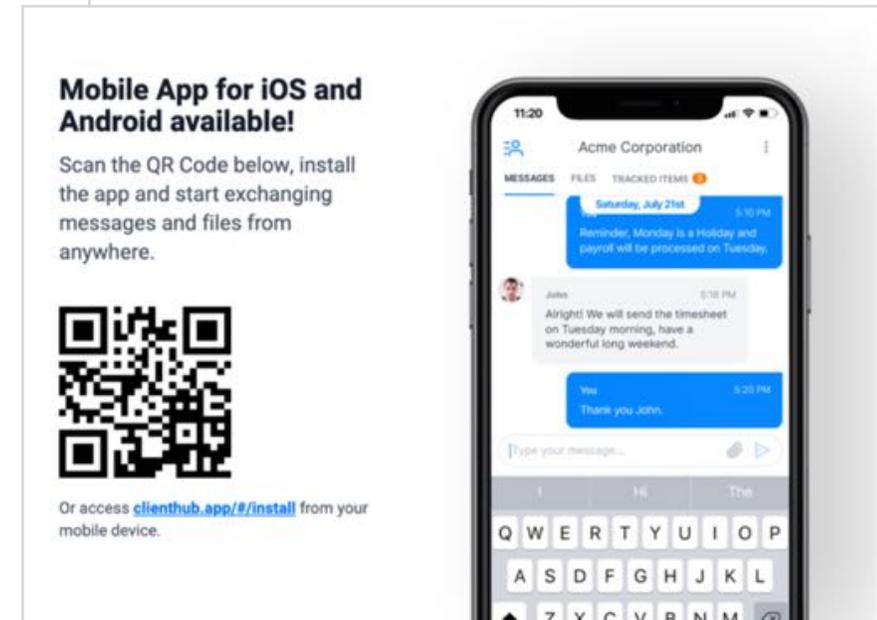
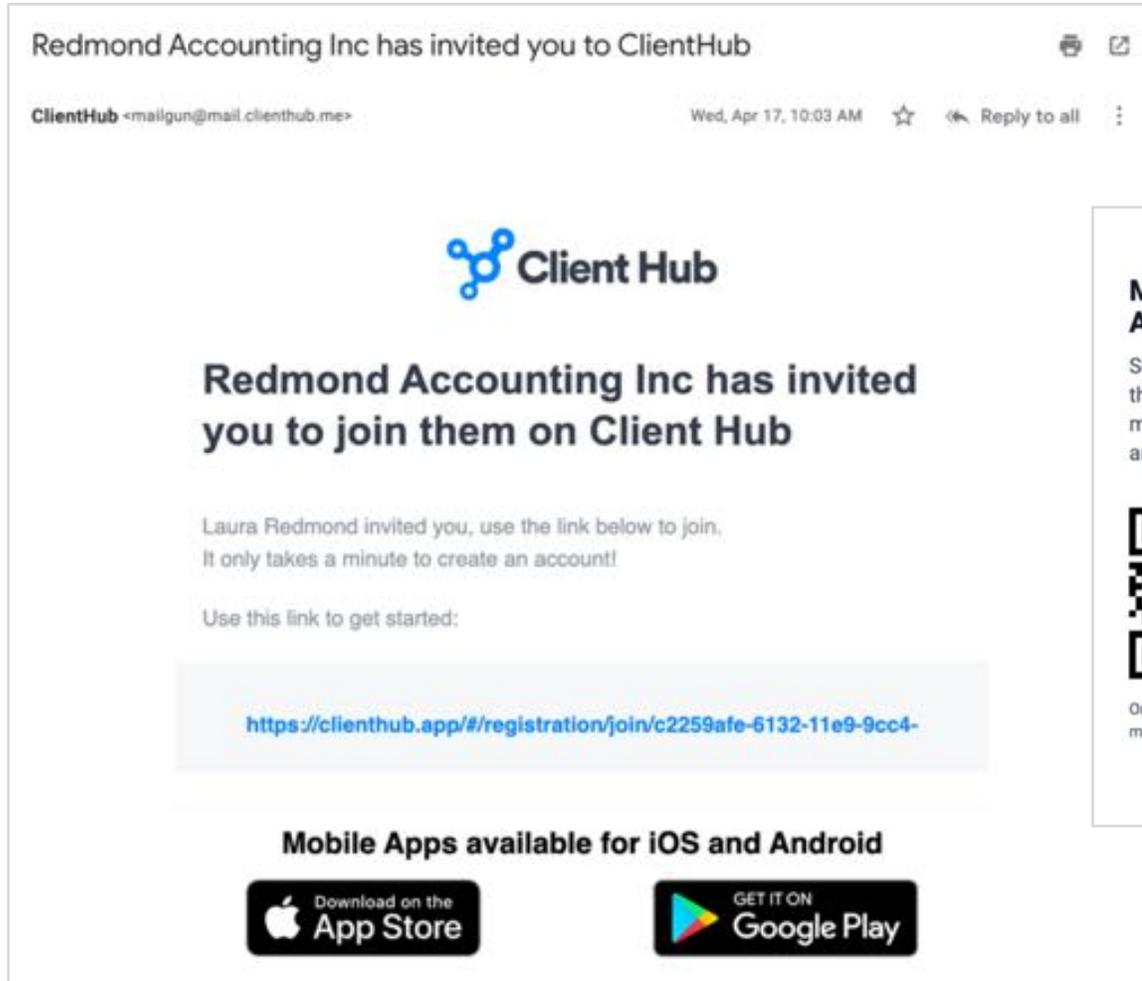
	Name	Description	Resources
<input type="checkbox"/>	Confirm zap - Notify team about new client	Tell everyone at the firm about our new client!	
<input type="checkbox"/>	Confirm zap - Create client folder in GDrive; invite Sharon & Laura	copy template with sub-accounts -->	↑
<input type="checkbox"/>	Confirm zap - File engagement letter PDF from Practice Ignition in GDrive > GS	get from Practice Ignition -->	↑
<input type="checkbox"/>	Confirm zap - GSheets > Create new "Client Onboarding Status Tracker"	copy template	↑
<input type="checkbox"/>	GSheets > Update "Client Onboarding Status Tracker" for this Phase #1 to "In Progress"	GSheets > File > Publish "Client Onboarding Status Tracker" - grab link to published page	
<input type="checkbox"/>	Setup/Add Client Hub		↑
<input type="checkbox"/>	ClientHub: Load "TrackedItems" from template; edit for particular client	as applicable for this client; if client doesn't have payroll, take off payroll requests or do not add them	
<input type="checkbox"/>	ClientHub: Add Link Apps	QBO, Bill.com, Expensify, Gusto, Aero, LivePlan, Method, Client's bank	
<input type="checkbox"/>	ClientHub: Add Link Resources	Client Onboarding Status Tracker (published link), Calendly "Schedule Meeting with us", Zoom "Join Meeting", Employer's "New Employee" form link	
<input type="checkbox"/>	ClientHub: Add Link Resource - training videos	Decide which videos to use based on contract	
<input type="checkbox"/>	Send Welcome email to client to schedule "Kickoff" meeting with client, sales team, and onboarding team		
<input type="checkbox"/>	ClientHub: Invite client	ClientHub > Clients > Company Name > green Invite Client Users button	
<input type="checkbox"/>	Update "Client Onboarding Status Tracker" for this Phase to "Done"		
<input type="checkbox"/>	Schedule Aero for OB Phase #2 - Kickoff Meeting with Client (make sure this is done automatically when client sets app)		↑

System > Onboarding > Phase #1 > **status tracker**

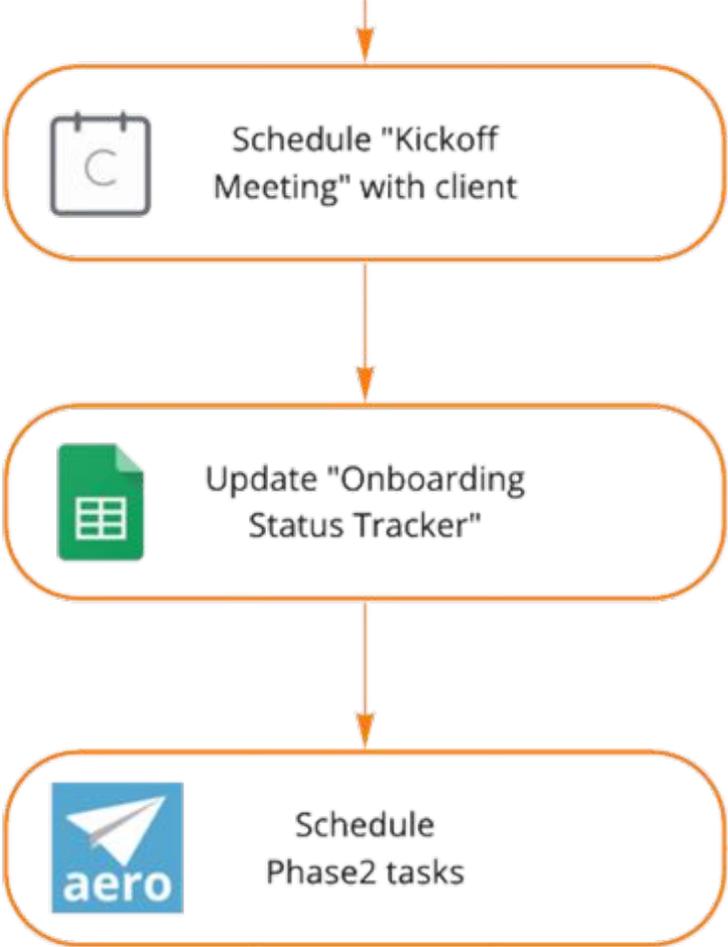
Client Onboarding Status

TASK	STATUS	START DATE	DUE DATE	% COMPLETE	NOTES
Welcome Client	In Progress	4/4/2019	4/9/2019	0%	
Kickoff Meeting	Not Started	4/9/2019	4/10/2019	0%	
Gather Info	Not Started	4/10/2019	5/1/2019	0%	
Setup Accounting Structure	Not Started	5/1/2019	5/6/2019	0%	
Transition Meeting	Not Started	5/6/2019	5/7/2019	0%	

System > Onboarding > Phase #1 > invite client



System > Onboarding > Phase #1 > **prep next phase**



- Send Welcome email to client to schedule "Kickoff" meeting with client, sales team, and onboarding team
- Update "Client Onboarding Status Tracker" for this Phase to "Done"
- Schedule Aero for OB Phase #2 - Kickoff Meeting with Client (make sure this is done automatically when client sets appt)

System > Onboarding > Phase #2 Kickoff Meeting

The screenshot shows the 'aero' software interface. At the top, there is a navigation bar with the 'aero' logo and links for 'Work', 'Manage', 'Setup', 'Quick Links', 'Library', and 'Admin'. On the right side of the navigation bar, it says 'Hello Laura!' and 'Log off' with a user icon. Below the navigation bar, the main heading is 'Client Onboarding Phase #2: Kickoff Meeting'. The main content is a checklist table with three columns: 'Name', 'Description', and 'Resources'. Each row in the table has a checkbox on the left.

Name	Description	Resources
<input type="checkbox"/> Update "Client Onboarding Status Tracker" for this Phase to "In Progress"		
<input type="checkbox"/> Prepare for meeting - workspace	Ensure your workspace is clean and ensure your webcam is working and your appearance is camera-ready - impressions matter!	
<input type="checkbox"/> Start web-meeting with client	meeting is kicked off by the Sales rep who has the active relationship with new client	
<input type="checkbox"/> Welcome clients	Thank the client again for their business and let them know you and your team are excited to be working with them. Don't just dive right into the administrative tasks	
<input type="checkbox"/> Introduce your team, especially the lead onboarding point of contact	Share info regarding team members	
<input type="checkbox"/> Ask client to share their screen and log in to Client Hub and review the 4 panes together - conversations, tracked items, apps, links		
<input type="checkbox"/> Outline remaining phases of the onboarding process in order for service to begin	1. Tracked items (Gather info) 2. Setup accounting structure 3. Transition meeting	
<input type="checkbox"/> Wrap up meeting and say goodbye		
<input type="checkbox"/> Discuss any chase with onboarding team. Is new proposal needed? Create any special aerox, if needed		
<input type="checkbox"/> End meeting		
<input type="checkbox"/> Send summary to client		
<input type="checkbox"/> Update "Client Onboarding Status Tracker" for this Phase to "Done"		
<input type="checkbox"/> Schedule Aerox for OB Phase #3 - Gather info		

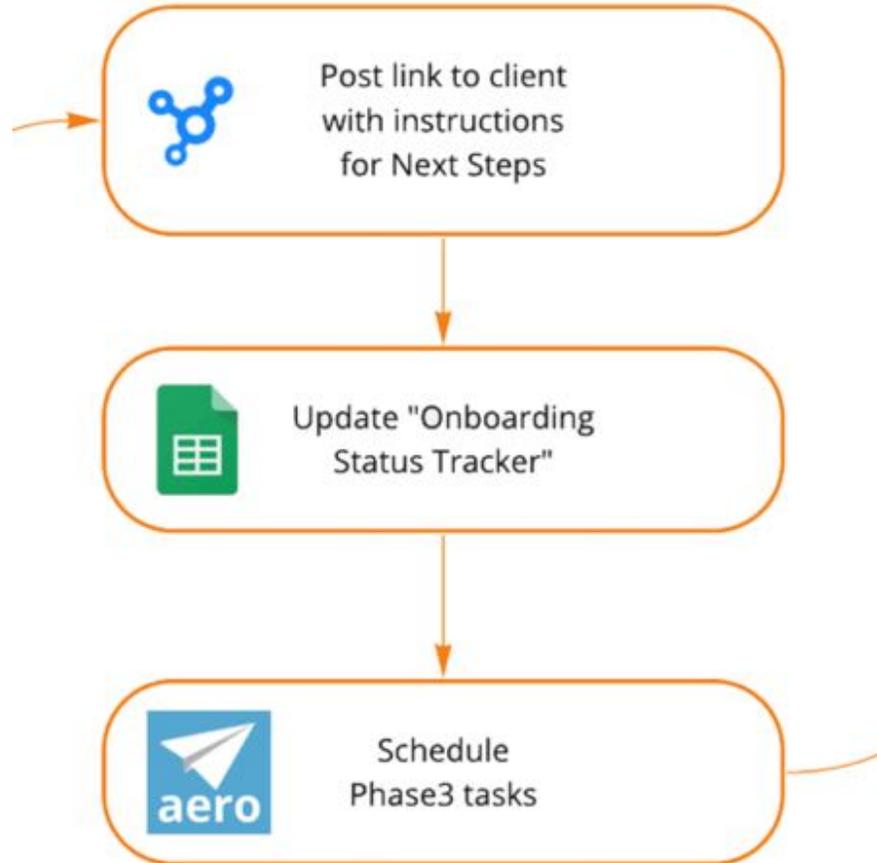
System > Onboarding > Phase #2 > **client hub training**

The screenshot displays a user interface for a client hub, organized into three main vertical panels:

- Conversation Panel (Left):** Features a search bar and a list of messages. The messages are from Diane Coomok and include requests for a welcome video, bank information, YTD bank reconciliations, and company W9s. Each message has a "Mark as done" checkbox and a "Select a file to upload" button.
- Tracked Items Panel (Middle):** Shows a list of tasks with a "Remind all" button. A prominent green button at the bottom is labeled "New Tracked Items".
- Links Panel (Right):** Contains sections for "Apps" (QuickBooks, Bill.com, Expensify, Gusto, Tickets) and "Resources" (Client Onboarding Status, 2019 Bill.com - new interface, Reconcile Accounts, New employee, Join meeting).

At the bottom left, there is a text input field labeled "Type a message..." with a green circular icon, a grey icon, and a right-pointing arrow.

System > Onboarding > Phase #2 > **prep next phase**

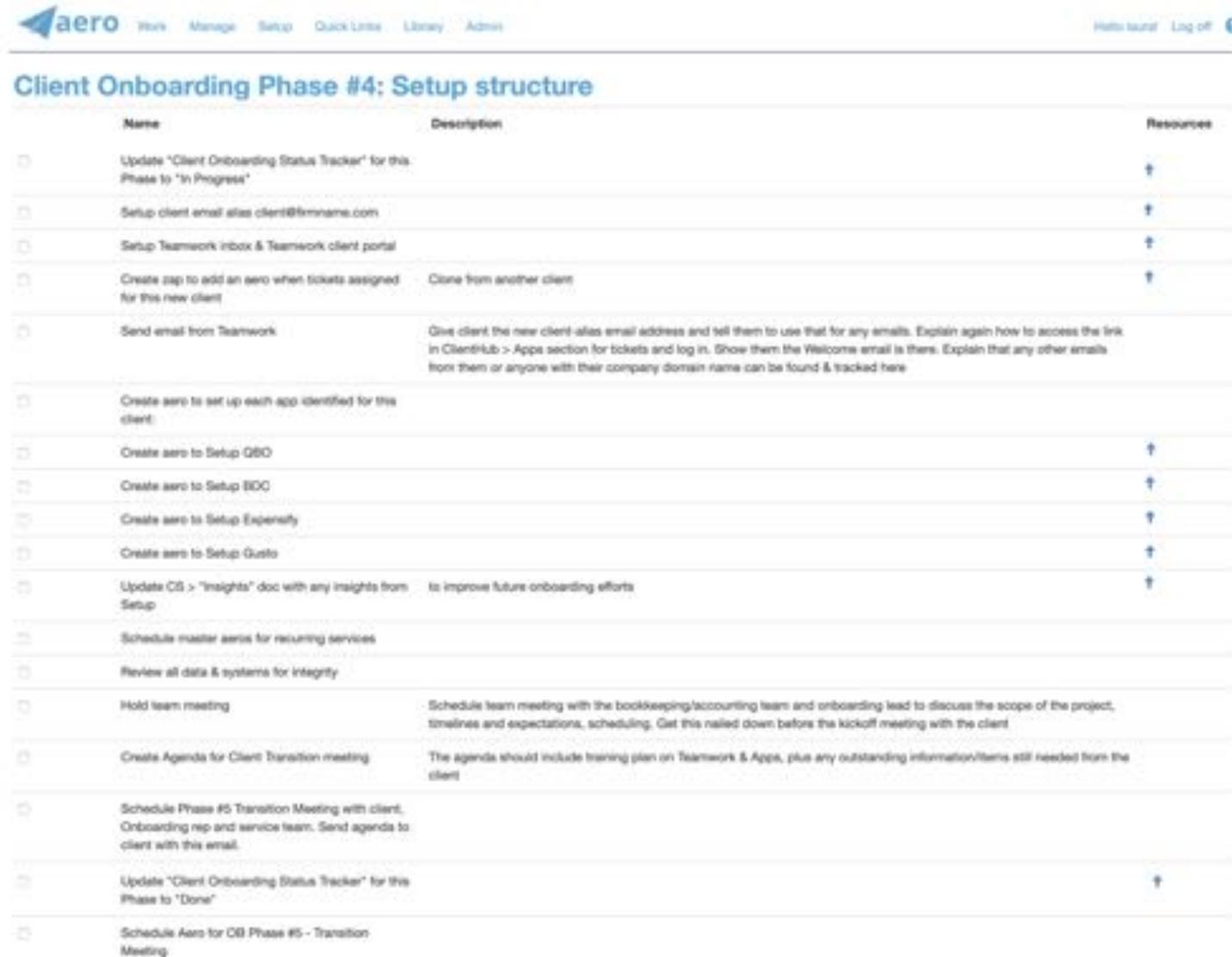


- Send summary to client
- Update "Client Onboarding Status Tracker" for this Phase to "Done"
- Schedule Aero for OB Phase #3 - Gather Info

System > Onboarding > Phase #3 Gather Info

Name	Description	Resources
<input type="checkbox"/>	Update "Client Onboarding Status Tracker" for this Phase to "In Progress"	
<input type="checkbox"/>	Check off items below, as received in Client Hub - (keep checking on this and defering this aero daily until complete)	which includes a link to the Business Questionnaire to collect more details that were not collected during the sales process, such as phone number; Legal Business Name, DBA Name, website, address, FEIN / Tax ID #, federal tax entity classification: Sole Proprietor, Partnership, LLC (single, partnet, mult), S-Corp, C-Corp, NonProfit, Limited Liability Partnership, NAICS code for industry, financial report timeframes (tax reporting, etc), business terminology in their accounting, KPI's important to their business
<input type="checkbox"/>	Update "Client Onboarding Status Tracker" for this Phase to "Done"	
<input type="checkbox"/>	Schedule Aero for OB Phase #4 - Setup	

System > Onboarding > Phase #4 Setup Structure



The screenshot shows the 'aero' system interface. At the top, there is a navigation bar with the 'aero' logo and links for 'Work', 'Manage', 'Setup', 'Quick Links', 'Library', and 'Admin'. On the right side of the navigation bar, there are links for 'Hello [name]' and 'Log off'. Below the navigation bar, the main heading is 'Client Onboarding Phase #4: Setup structure'. The main content is a table with three columns: 'Name', 'Description', and 'Resources'. The table contains 18 rows of tasks, each with a checkbox in the 'Name' column and an upward-pointing arrow in the 'Resources' column. The tasks are listed in chronological order from top to bottom.

Name	Description	Resources
<input type="checkbox"/> Update "Client Onboarding Status Tracker" for this Phase to "In Progress"		↑
<input type="checkbox"/> Setup client email alias client@fsmname.com		↑
<input type="checkbox"/> Setup Teamwork inbox & Teamwork client portal		↑
<input type="checkbox"/> Create zap to add an aero when tickets assigned for this new client	Clone from another client	↑
<input type="checkbox"/> Send email from Teamwork	Give client the new client-alias email address and tell them to use that for any emails. Explain again how to access the link in ClientHub > Apps section for tickets and log in. Show them the Welcome email is there. Explain that any other emails from them or anyone with their company domain name can be found & tracked here	
<input type="checkbox"/> Create aero to set up each app identified for this client:		
<input type="checkbox"/> Create aero to Setup QBO		↑
<input type="checkbox"/> Create aero to Setup BOC		↑
<input type="checkbox"/> Create aero to Setup Expensify		↑
<input type="checkbox"/> Create aero to Setup Gusto		↑
<input type="checkbox"/> Update CS > "insights" doc with any insights from Setup	to improve future onboarding efforts	↑
<input type="checkbox"/> Schedule master aeries for recurring services		
<input type="checkbox"/> Review all data & systems for integrity		
<input type="checkbox"/> Hold team meeting	Schedule team meeting with the bookkeeping/accounting team and onboarding lead to discuss the scope of the project, timeline and expectations, scheduling. Get this nailed down before the kickoff meeting with the client	
<input type="checkbox"/> Create Agenda for Client Transition meeting	The agenda should include training plan on Teamwork & Apps, plus any outstanding information/items still needed from the client	
<input type="checkbox"/> Schedule Phase #5 Transition Meeting with client. Onboarding rep and service team. Send agenda to client with this email.		
<input type="checkbox"/> Update "Client Onboarding Status Tracker" for this Phase to "Done"		↑
<input type="checkbox"/> Schedule Aero for CB Phase #5 - Transition Meeting		

System > Onboarding > Phase #4 > setup email

The screenshot displays a web-based ticketing system interface. At the top, there is a navigation bar with links for 'Dashboard', 'Tickets', 'Help Docs', 'Reports', and 'People'. A search bar is located on the right side of the navigation bar. Below the navigation bar, the main content area is titled 'Emma's inbox - 18 tickets' and includes an 'Add New' button. The interface is divided into a sidebar on the left and a main list of tickets on the right. The sidebar contains several categories: 'Smart Inboxes' (with 'Emma's inbox' selected), 'Inboxes' (with 'All Tickets' selected), 'Starred Inboxes', 'My Tickets', and 'Marketing'. The main list of tickets is a table with columns for 'subject', 'CREATED', and 'PRIORITY'. The tickets listed include: 'Dashboard demo reschedule' (less than a minute ago), 'Teamwork Desk Demo' (3 minutes ago), 'Teamwork Desk webinar' (4 minutes ago), 'We loved it!' (April 24th 2019), 'Client visit' (January 21st 2019), 'DESK TEST' (December 6th 2017), 'Feedback' (January 21st 2019), and 'Client visit' (January 21st 2019). At the bottom of the list, it says '1:18 of 18'.

System > Onboarding > Phase #4 > setup apps

QBO: Setup - create client company for new business

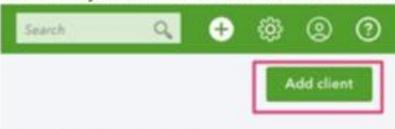
Name	Description	Resources
<input type="checkbox"/> Add Client	Log in to QBOA. Left Navigation Bar > Your Practice > Clients. Click Add Client button on top right hand corner of screen	
<input type="checkbox"/> Contact information	Enter contact information for new business. Click Next button	
<input type="checkbox"/> Subscription	Specify	
<input type="checkbox"/> Team	Select	
<input type="checkbox"/> Access new company	Your new company	
<input type="checkbox"/> Setup Wizard	The setup wizard screen	
<input type="checkbox"/> Company Settings	Navigate to Company Settings	
<input type="checkbox"/> Chart of Accounts	Setup Chart of Accounts	

QBO: Setup - create client company

Last Modified 2/1/2018

Author: Victoria Cameron

- Create New QBO Company
 - Start from your client list and select Add client in upper right hand corner



- Enter Client Contact info
- Select QuickBooks Products
- Add Team Members from your firm that will need to access the client company

- Then access the client company from your client list by clicking the client name

Rebirth			
Rock Castle Construction 650-555-1234		1 check without payee	
Superior Accounting			
		54 unaccepted transact...	Last download 08/18/2015

Expensify: Configure Policy Connections

Last Modified 9/18/2015



Author: Laura Redmond

In the Direct Connections section, click QuickBooks and select **Connect to QuickBooks Online**.

- If this is your first policy created for a given QBO company, click Connect to QuickBooks. Follow instructions to link to user (Master Admin, etc.) provided by Expensify. Complete the Connection and

BDC: Setup - create client account

Name	Description	Resources
<input type="checkbox"/> Create new BDC account	Log in to BDC accountant console > click Manage Console button > click Add Client Company button. Complete relevant information and Save to create new BDC subscription.	
<input type="checkbox"/> Access	Return to Client List and click to access new BDC account	
<input type="checkbox"/> Initial QBO sync	The first time you enter a new BDC client, if you had designated the Accounting Software as QBO, you will be prompted to sync with QuickBooks Online. Click the button to connect to QuickBooks.	
<input type="checkbox"/> Sync preferences	Gear > Settings > Sync Preferences: Review defaults and be sure to update any left blank or incorrect.	
<input type="checkbox"/> Startup checklist	Navigate to Gear > Startup Checklist to configure appropriate settings	
<input type="checkbox"/> Configure inbox	Gear icon > Startup Checklist > Inbox: Specify custom inbox email address and fax number	
<input type="checkbox"/> Payables bank account	Gear icon > Startup Checklist > Bank account: Link bank account. Verify personal information to confirm you are who you say you are. Then enter your client's bank account information. Then follow instructions to verify account (fastest method is via online access).	
<input type="checkbox"/> Payables approval	Gear icon > Startup Checklist > Approval: Configure bill approval workflow	

System > Onboarding > Phase #4 > **schedule recurring service**

Assigned To*	Diane Csornok	▼
Company	VRC	▼

Renewal Pattern	Weekly	▼
Repeat Every	1	▲▼
1st Occurrence*	10/3/2019 9:56 PM	📅🕒
Repeat Until		📅🕒
OR Ends after	0 occurrences	▲▼

Sunday	<input type="checkbox"/>
Monday	<input checked="" type="checkbox"/>
Tuesday	<input type="checkbox"/>
Wednesday	<input type="checkbox"/>
Thursday	<input type="checkbox"/>
Friday	<input type="checkbox"/>
Saturday	<input type="checkbox"/>

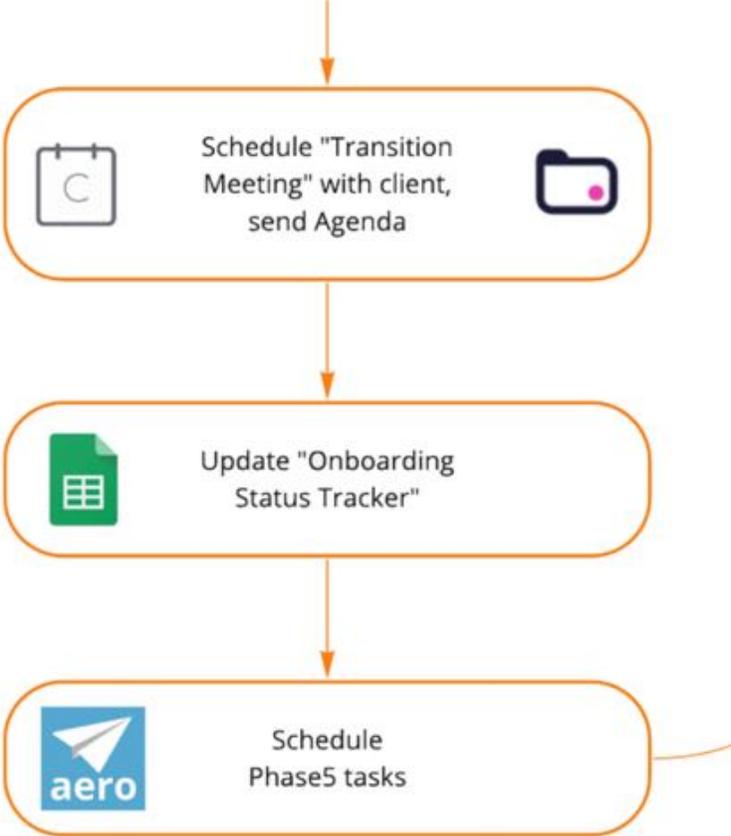
Work Manage Setup Quick Links Library Admin Hello laura! Log off

QBO: Banking Feeds

Name	Description	Resources
<input type="checkbox"/> Confirm bank connection	QBO > Left Nav > Banking. Confirm that bank connection is active for appropriate bank accounts & credit cards. If date of last update isn't within last 24 hours, click Update. Some accounts need to be Updated manually.	↑ ⓘ
<input type="checkbox"/> Select account	Each bank and credit card account connected to QBO will show as a card / tile in the upper half of the Banking screen. Click each card / tile to select it and add or match its activity. Preferred order - Credit cards first, then other bank accounts, and finally main checking account.	
<input type="checkbox"/> Review & Match bank activity tagged "Match".	For Review > All button. This is bank activity for which QBO has found a matching unreconciled transaction. If the Match tag is green, QBO has found only one match. If the Match tag is white with green writing, QBO has found multiple matches. Click the row to view all matches and select the appropriate one. Click the Match action to link the activity to the transactions.	📄
<input type="checkbox"/> Review & Add bank activity tagged "Rule".	For Review > Recognized. Click the row to make any necessary changes. Click the Add action, to accept the defined fields and add the transaction. Add the customer if needed.	📄
<input type="checkbox"/> Review & Add remaining bank activity for which QBO recognizes the merchant	For Review > Recognized. Click the row to make any necessary changes. Click the Add action, to accept the suggested fields previously used for this merchant and add the transaction.	
<input type="checkbox"/> Review & Add remaining bank activity that QBO does not recognize.	For Review tab > All button. If QBO did not suggest a Match, but you know the transaction is posted to the General Ledger and is not reconciled or matched to another transaction, click the row and select the Find Match option. QBO's "Match Transactions" screen will show all of the available amounts that you can match to.	📄
<input type="checkbox"/> Exclude activity that is duplicate or already reconciled	To permanently delete bank activity, exclude it, then go to the Excluded tab to select and delete it.	

Help receipts In QuickBooks tab: click the link for each transaction added today and attach receipts as needed

System > Onboarding > Phase #4 > **prep next phase**



- Schedule Phase #5 Transition Meeting with client, Onboarding rep and service team. Send agenda to client with this email.
- Update "Client Onboarding Status Tracker" for this Phase to "Done"
- Schedule Aero for OB Phase #5 - Transition Meeting

System > Onboarding > Phase #5 Transition Meeting

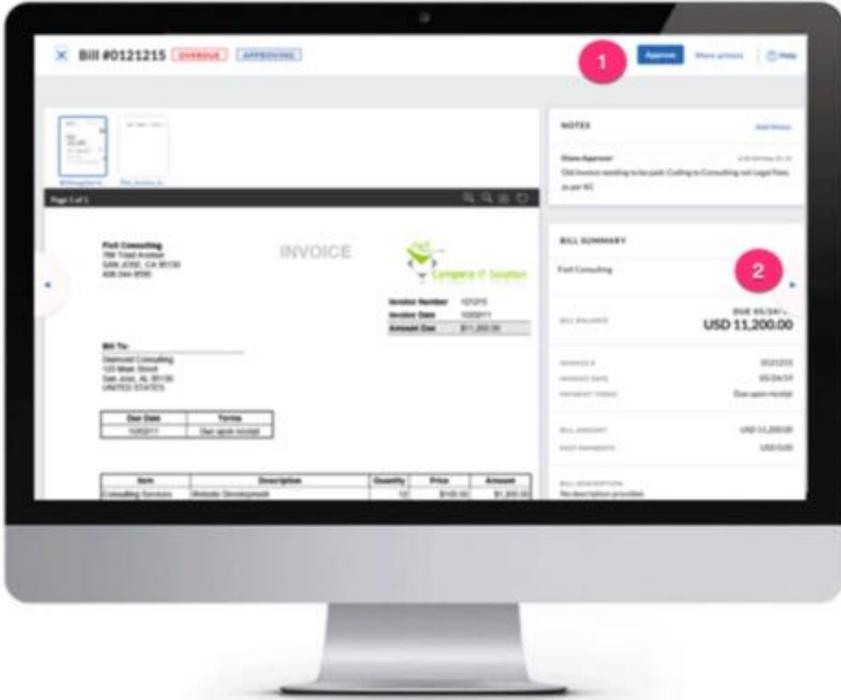
 [Work](#) [Manage](#) [Setup](#) [Quick Links](#) [Library](#) [Admin](#) Hello lauri! [Log off](#)

Client Onboarding Phase #5: Training & Transition

☐	Name	Description	Resources
☐	Update "Client Onboarding Status Tracker" for this Phase to "In Progress"		
☐	Prepare for meeting - review agenda & prep workspace	Ensure your workspace is clean whether meeting in person or virtually. If meeting virtually, ensure your webcam is working and your appearance is camera-ready – first impressions matter!	
☐	Welcome client, introduce team on the meeting	Thank the client again for their business and let them know you and your team are excited to be working with them. Don't just dive right into the administrative tasks.	
☐	Have client share screen	Share client screen so that they can drive	
☐	Train client on Teamwork	Explain again how to access the link in ClientHub > Apps section for tickets and log in. Show them the Welcome email is there. Explain that any other emails from them or anyone with their company domain name can be found & tracked here.	
☐	Train client on accounting system	how their accounting system works from their perspective (how they do their part). Re-do the sales demo but with the client's specific info this time. Walk them through the suite of software tools they will be using...the frequency work will be done. Emphasize the benefits to the client of each app and maybe share with the client why your firm has chosen each particular app.	
☐	Review and reinforce agreement, per engagement letter / proposal	review frequency of service	
☐	Review Status of Tracked Items & Setup work		
☐	Discuss any cleanup or catchup work and client involvement		
☐	Keep a list of additional tasks or actions identified during meeting that need to be scheduled. Create aeros for each after meeting	Tip: Stay logged into Aero and create related Aeros for each outstanding item so that nothing slips through the cracks.	
☐	End meeting		
☐	Update "Client Onboarding Status Tracker" for this Phase to "Done"		
☐	Email a meeting summary to the client	Congratulate them on completing the Onboarding process. Summarize the meeting and give them a list of any outstanding items due from them.	

System > Onboarding > Phase #5 > training

CUSTOMER	SUBJECT	CREATED	PRIORITY
Maria Hernandez Sales	Dashboard demo reschedule Hi Emma, Can we reschedule our demo for next week, please? Thanks, Maria	less than a minute ago	-
Jason Fleming Sales	Teamwork Desk Demo Hi there, I'd love to get a demo of Teamwork Desk next Friday - do you have availability? T...	3 minutes ago	-
Ciara Deasy Marketing	Teamwork Desk webinar Hi there, I attended the Teamwork Desk webinar last week and am wondering if you can ...	4 minutes ago	-
Anna Deasy Sales	We loved it! Hi Emma I'd like to		
Joe Wilson Marketing	Client visit I have attached the		
Maria Hernandez Marketing	DESK TEST Thank! The client s		
Harry Smith Marketing	Feedback I have attached the		
Lisa Jones Marketing	Client visit I have attached the		



My Test Company
Redmond Accounting Inc
Starting on January 1, 2019

- Your Service Summary**
- 1. Structure**
 - System Architecture
 - Client Hub
 - Genius Bar
 - 2. Accounting**
 - Reconcile & Review, *Monthly*
 - Close, *Monthly*
 - Cash Flow, *Monthly*
 - Controller Call, *Monthly*
 - Reporting, *Available 24/7*
 - 3. Bookkeeping**



Tracked items

ALL OPEN [Remind all](#)

Diane Csornok 12:09 PM - May 16 [Open](#)

Watch Client Hub Welcome Video.

Mark as done

Diane Csornok 11:52 AM - Mar 12 [Open](#)

Bank Access - Please provide a list of Bank Names and Account Numbers that your company uses.

[Select a file to upload](#)

Diane Csornok 12:09 PM - Mar 12 [Open](#)

Please attach a copy of the current YTD bank reconciliations and statements

[Select a file to upload](#)

Diane Csornok 7:41 AM - Jun 26 [Open](#)

Please provide a copy of the company W9.

[Select a file to upload](#) [Submit](#)

[New Tracked Items](#)



#QBConnect

@Redmond_Laura

System > Onboarding > Phase #5 > **status complete**

Client Onboarding Status

TASK	STATUS	START DATE	DUE DATE	% COMPLETE	NOTES
Welcome Client	Completed	10/3/2019	10/8/2019	100%	
Kickoff Meeting	Completed	10/8/2019	10/9/2019	100%	
Gather Info	Completed	10/9/2019	10/30/2019	100%	
Setup Accounting Structure	Completed	10/30/2019	11/4/2019	100%	
Transition Meeting	Completed	11/4/2019	11/5/2019	100%	

System



How will you manage?

The firm is responsible for planning its success

Agenda

Vision

Process

System

Results

Average Actual Time For Master Aeros By Company

This Year To Date
1/1/2017 - 1/23/2017

Adams and Adams, LLC

Assigned To	Subject	Project	Estimated Time	Average Actual Time	Variance Amount
Robert	Payroll using IOP		0.50	0.11	0.39
			Total: 0.50	Total: 0.11	Total: 0.39

Cherry's Express

Assigned To	Subject	Project	Estimated Time	Average Actual Time	Variance Amount
Robert	Payroll using IOP	Monthly Booking	0.50	0.07	0.43
Robert	Payroll using IOP		0.50	0.04	0.46
Robert	Payroll using IOP		0.50	0.13	0.37
Robert	Payroll using IOP		0.50	0.11	0.39
Robert	Payroll using IOP		0.50	0.34	0.16
			Total: 2.50	Total: 0.70	Total: 1.80

Cool New Firm

Assigned To	Subject	Project	Estimated Time	Average Actual Time	Variance Amount
Robert	Reconcile Bank Account - Fed Credit Union		0.25	0.09	0.17
			Total: 0.25	Total: 0.09	Total: 0.17

Results > Service > Controller > **payables**

The screenshot displays the Bill.com interface with a 'Customize Overview' dashboard. The dashboard is divided into three main sections: 'Bills to Pay', 'Bill Approvals', and 'Payments Out'.

Bills to Pay Summary:

Category	Amount	Count
Overdue	\$4,438	(1)
Due 7 Days	\$84,782	(2)
Due 7+ Days	\$65,386	(7)
Total to pay:	\$154,605	(12)
APPROVED	\$12,191	(7)
ALL DRAFT	\$94,202	(4)
	\$78,888	(11)
	\$185,281	(22)

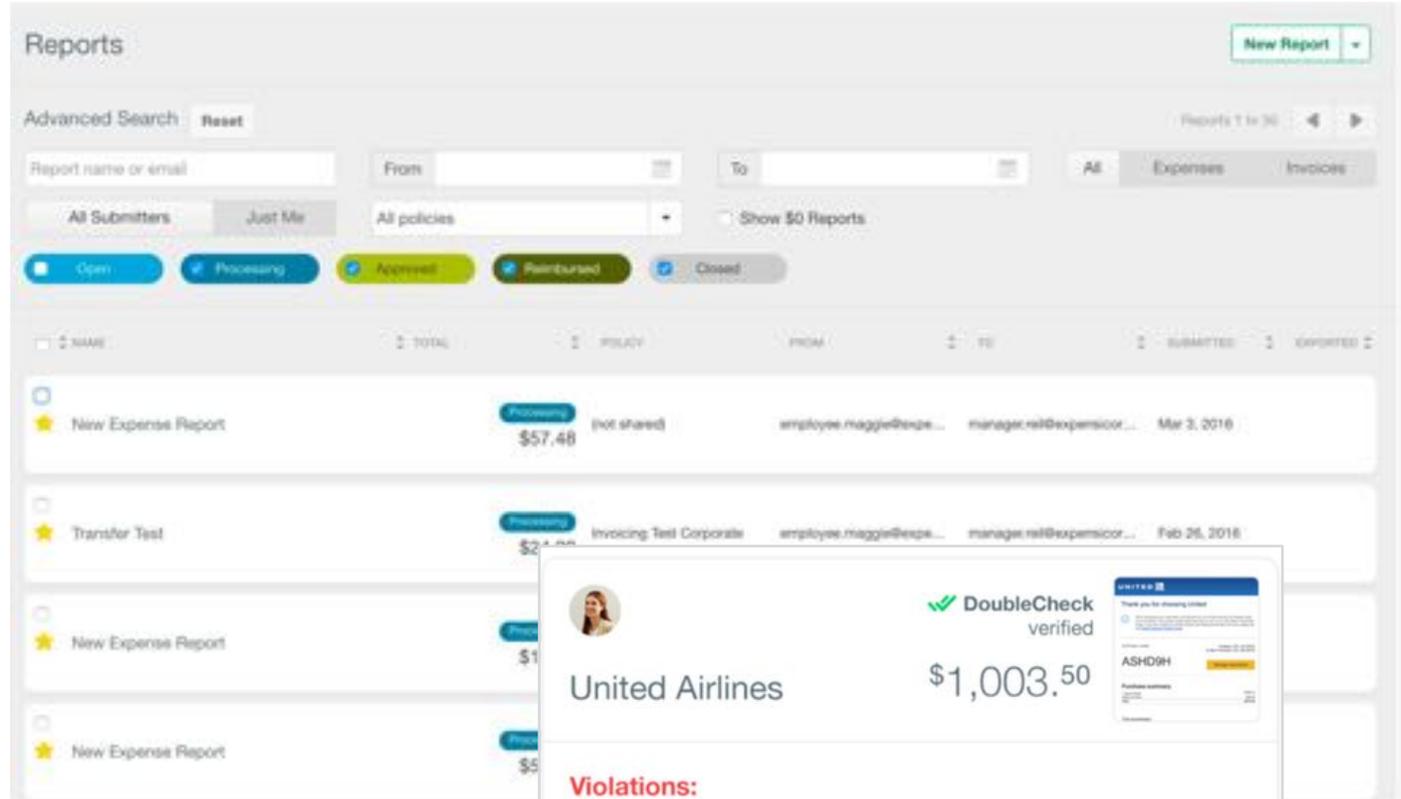
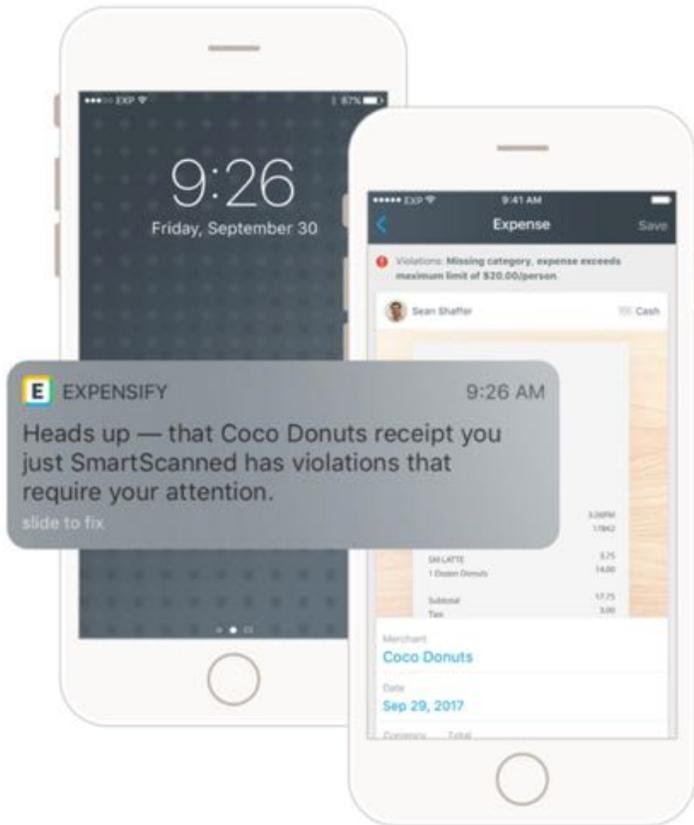
Bill Approvals Table:

APPROVER	ASSIGNED FOR	0-1 DAYS	1-30 DAYS	30+ DAYS	TOTAL
[Avatar]		2 BILLS \$7,238	0 BILLS \$0	0 BILLS \$0	2 BILLS \$7,238
[Avatar]		1 BILL \$405	0 BILLS \$0	0 BILLS \$0	1 BILL \$405
[Avatar]		0 BILLS \$0	0 BILLS \$0	58 BILLS \$121,273	58 BILLS \$121,273

Payments Out Summary:

Category	Amount
Today (1)	\$195
UPCOMING PAYMENTS	
Next 7 days (13)	\$56,717
Next 30 days (18)	\$98,440
PAST PAYMENTS	
Last 7 days (28)	\$172,480
Last 30 days (59)	\$483,604

Results > Service > Controller > **expense reports**



Violations:

- Expense exceeds maximum expense limit of **\$500.00/person**
- Expense amount is 0.35% greater than the receipt amount of **\$1,000.00**

Item 1 of 4

[View](#) [Approve](#) [Reject](#)

Results > Service > Controller > payroll



Payroll journal

View your employees' past earnings, deductions, and taxes.

[View >](#)



Year to date

View your employees' year-to-date earnings, deductions, and taxes.

[View >](#)



Agency payments

See all tax and employee garnishment payments that Gusto has made on your behalf.

[View >](#)



Time off balances

View your employees' accruals and balances for each policy.

[View >](#)



Employee summary

All the details about your employees' compensation and taxes, in one simple report

[View >](#)



Bank transactions

View every bank account transaction initiated by Gusto.

[View >](#)



Benefits report

See company contributions and employee deductions for the benefits you provide.

[View >](#)



Time off requests

View your employees' requested, approved, and declined requests.

[View >](#)

Results > Service > Controller > **ledger**

Bookkeeping review

Accountant-only view Feedback?

Stay efficient and plan ahead with this snapshot of your client's books.

> COMPANY SETUP

> BANKING ACTIVITY

▼ COMMON ISSUES

Find other accounts in QuickBooks Online that may need your attention.

Undeposited funds <small>Account not created</small>	--	Opening balance equity ⓘ	\$0.00
Uncategorized asset \$0.00	0 transactions	Negative asset and liability accounts	0
Uncategorized income	0 transactions		
Uncategorized expense	2 transactions		

▼ TRANSACTION VOLUME | Last 30 days ▼

Figure out your workload for this client.

Bank transactions	Invoices	Bills	Bill payments
755	90	251	276

Results > Service > CFO > insight

Health Overview						Risk Indicators				
In (000s)	2010	2011	2012	2013	2014					
Income	\$349	\$545	\$649	\$1,292	\$759					
COSS	\$159	\$251	\$293	\$412	\$358					
Expenses	\$222	\$312	\$319	\$648	\$261					
EBITDA	\$1321	\$1183	\$37	\$297	\$140					
DSCR	-0.23	-0.13	0.26	2.14	1.02					

Ratios						Asset Ratios				
	2010	2011	2012	2013	2014					
Current Ratio	-0.25	-0.45	1.08	3.32	3.04					
Quick Ratio	-2.48	-0.40	0.03	2.84	2.01					
Debt / Equity	-4.61	-4.22	23.29	3.39	2.19					
Gross Margin	54.39%	53.92%	54.84%	68.1%	52.19%					
Net Margin	-9.25%	-3.33%	5.77%	17.92%	14.43%					
ROA	-3.19%	-2.01%	2.57%	16.24%						
ROI	12.25%	6.43%	82.44%	71.23%						

	2010	2011	2012	2013	2014
Income / Assets	0.37	0.60	0.45	0.91	0.43
A/R Turnover	228.8x	55.2x	61.8x	19.8x	6.4x
A/R Days	-1.60	4.62	5.91	18.40	57.00

Flagged because it is below the industry average of 3.99

CURRENT RATIO

Determined by dividing Current Assets by Current Liabilities

MEANING
If the ratio is 1.35, that means there is \$1.35 in current assets to pay every \$1.00 in current liabilities

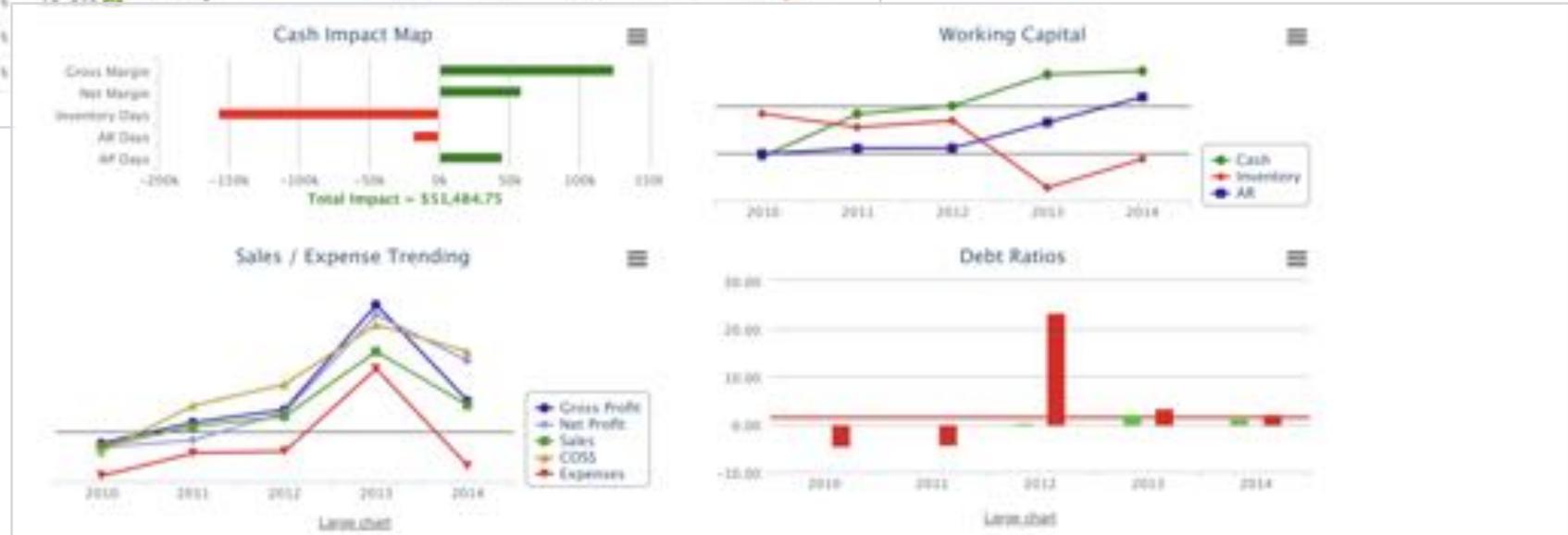
WHY YOU CARE
A low current ratio indicates low solvency for the business

POSSIBLE CAUSES OF A LOW CURRENT RATIO

- Current liabilities are too high
- Using short term funds (current liabilities) to fund long term assets

POTENTIAL SOLUTIONS

- Move some short term liabilities to long term
- Sale/leaseback some of the fixed assets



Results > Service > CFO > strategy

QUARTERLY ROCKS

Acc Rock

- AP** Trifold brochure, proposal template and website draft complete
- EM** Survey current clients and plan
- EM** Hire new developer/consultant
- EM** Complete departmental process

Workspace L10 Evals Surveys People

Scorecard

1 m
6:16 17

ACC	MEASURABLE	GOAL	Jan 6	Jan 12	Dec 30	Dec 23	Dec 16	Dec 9	Dec 2
	Overall Budget	< \$75,000		\$74,359	\$79,926	\$79,232	\$79,...		
	Cumulative	< \$46, 7,094,008 3402		146.15	149.38	149.17	148....		
	Leads Won	< 50		38.46	48.41	54.38	48....		
	Patient Enrollment	> 25		26.15	22.71	26.32	26.1...		
	Billing Errors	< 0		0	0	0	0		
	Monthly Revenue	< \$5M		\$1,809	\$1,809	\$4,929	\$3.8...		
	Cash Balance	< \$75,000		\$78,386	\$89,618	\$82,347	\$71....		
	Ar/R - 60 Days	< 130,000		\$28,659	\$36,384	\$36,614	\$27....		
	30-Day Pipeline	< \$1.5M		\$1,324	\$1,324	\$1,324	\$2.4...		
	Contracts (\$)	< \$160,000		\$156,269	\$216,273	\$201,177	\$142....		
	Contracts (K)	> 2		2.84					
	Initial Sales Meetings	< 12		11.99					
	New Leads	< 36		35.88					
	Big equipment sales in the north	< \$500,000		\$481,854					
	Projects Over Budget	< 1		0.94					
	Defects to Clients	< 0		0					
	Projects Late	< 1		0.89					
	Utilization Rate	< 80		74.14					

IDS

Columns Clear Selection Sort Notes New Issue New Todo

0 m
11:02 43

- AP** Next Generation Technology
- EM** Accounting Software
- YH** Finance Department Level 10 Meeting
- EM** Revise financial department structure
- LT** Technical Training
- AP** Marketing Process
- LT** Scorecards & Measurables for all
- CH** Working outside the Core Focus

Agenda

- Segue 5m
- Scorecard 5m
- Rock Review 5m
- People Headlines 5m
- To-do List 5m
- IDS 60m
- Conclude 5m

Follow meeting leader:
Locked

View V/TD >

Accountability Chart >

TO-DO

LEVEL 10 TO-DO's

- ✓ "Turnover" was not entered.
- ✓ Send project update to Sales Team re: new sof...

MY TO-DO's

- This is a personal ToDo - no one can see this...
- ✓ New todo on mobile
- Meeting with Clay and jeff
- A new to-do
- No internet handling
- Test build 11

Results > Service > CFO > automation

Asset Details

Add new or click existing above to edit

Description

Test: iMac 27"

ConfigurationHardware

these are the details related to processor, harddrive, RAM, monitor, etc

ConfigurationSoftware

these are the details related to OS, version, etc

TagID

00001

SerialNumber

1234567890

PurchaseDate

Jan 01 2015

PurchaseAmount

1.00

AssetCategory

Computer

Location

Employee Customer

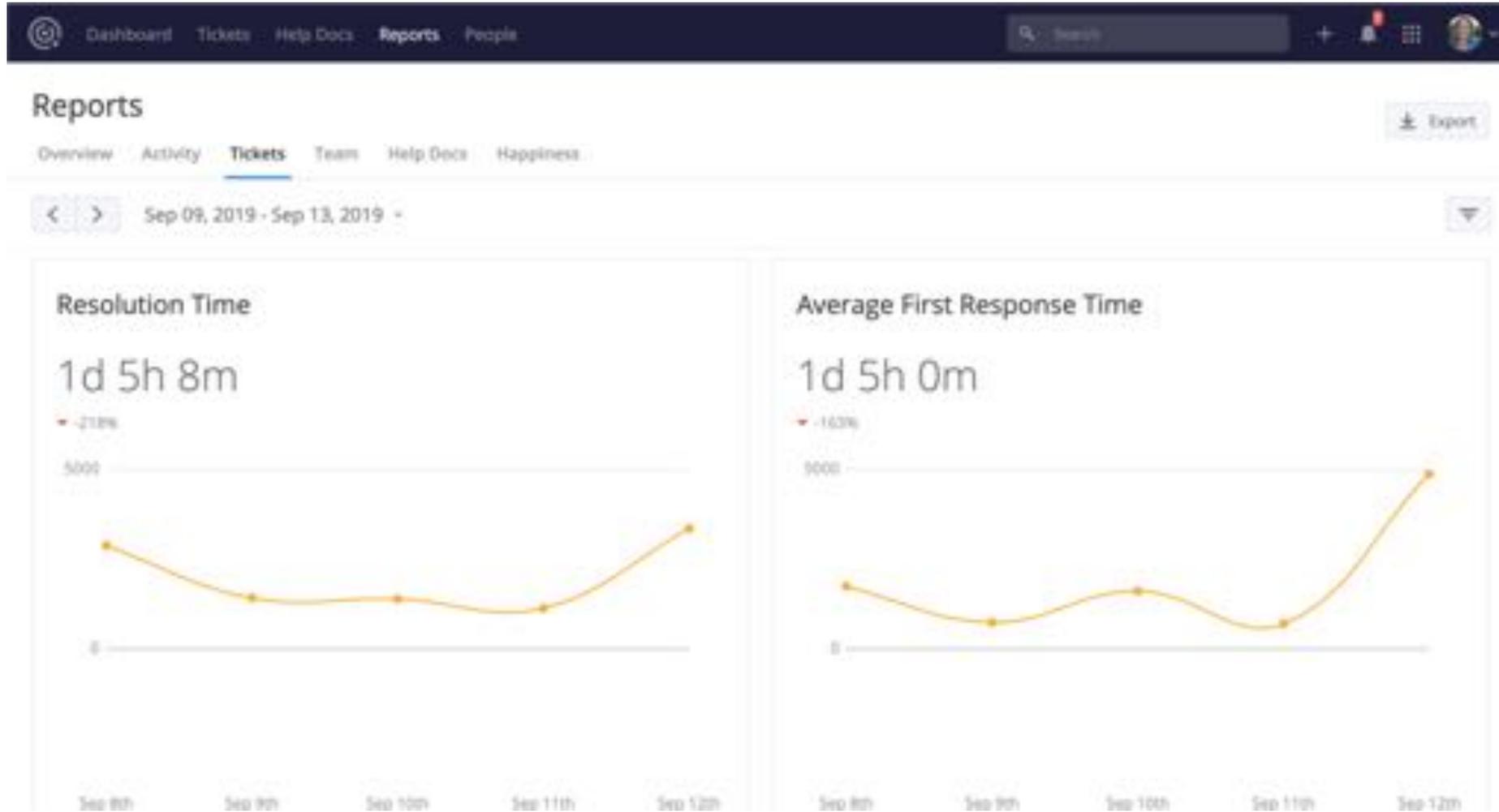
Employee

Mac Pro (server)

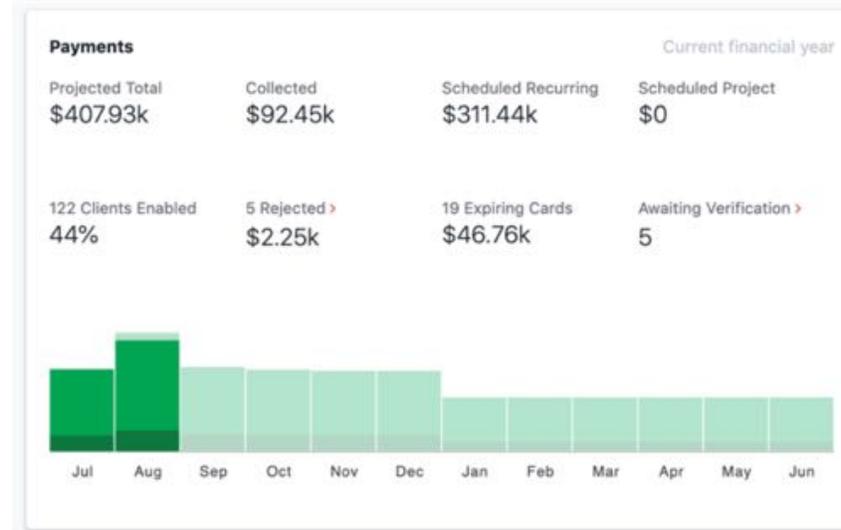
IsActive

Save & New Save Clear Manage Categories

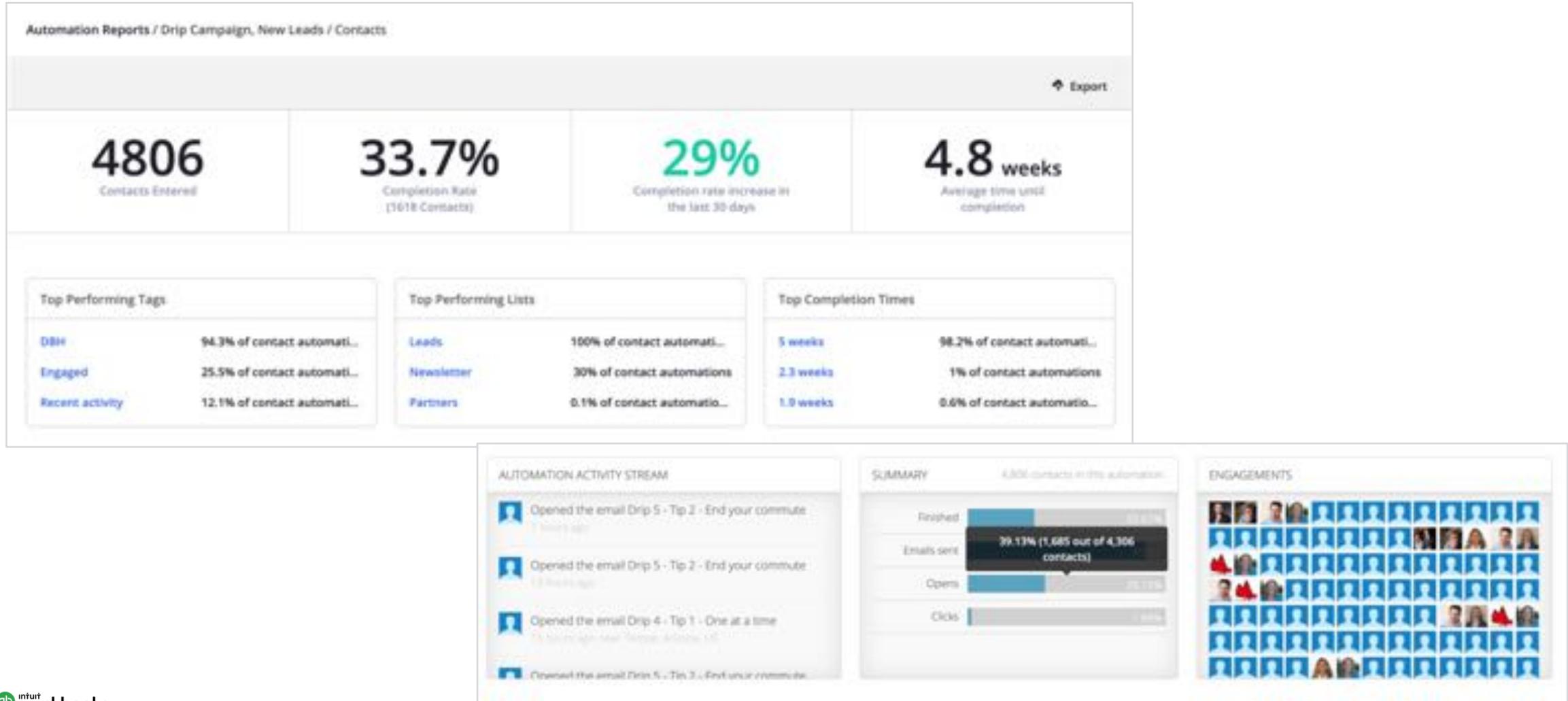
Results > Service > Support > **response rate**



Results > Firm > Sales > engagements



Results > Firm > Marketing > **click rates**



Results > Firm > Operations > **practice management**

Average Actual Time for Master Aeros by Company

Last Week
9/22/2019 - 9/28/2019

Actual vs Estimates by Company

Last Week
9/22/2019 - 9/28/2019

Time Entries By Company

Last Week
9/22/2019 - 9/28/2019

Open Aeros Overdue

Last Week
9/22/2019 - 9/28/2019

Support Hours

Last Week
9/22/2019 - 9/28/2019

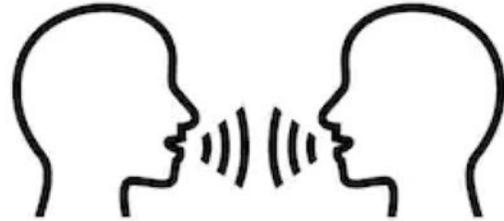
Results > Firm > Finance > profitability

Last Month
8/1/2019 - 8/31/2019

Robe Robert

Date	Date	Company	Manager	Aero Type	Service Item	Time	Times Notes	Aero Subject	Project	Rate	Revenue	Cost	Margin
8/19/2	8/19/2019	BMO Accupuncture	Shelly	Accounting	Accounting	0.02	QBO: Banking Feeds	QBO: Banking Feeds		\$100.00	\$1.67	\$0.50	\$1.17
8/22/2	8/22/2019	Cherry's Express	Shelly	Accounting	Accounting	0.02	Monthly Bookkeeping, Pull Bank statements	Monthly Bookkeeping		\$100.00	\$2.06	\$0.62	\$1.44
8/21/2	8/21/2019	Blackwater	Shelly	Accounting	Accounting	2.00	meeting	meeting		\$100.00	\$200.00	\$60.00	\$140.00
8/22/2	8/22/2019	Beach Cities	Shelly	Overhead	Overhead	0.02	BDC: Pay Bills	BDC: Pay Bills		\$0.00	\$0.00	\$0.50	(\$0.50)
8/27/2	8/27/2019	Beach Cities	Shelly	AP	bookkeeping - L2:Bookkeeping	0.08	BDC: Pay Bills, Determine cash requirement, Determine funds available	BDC: Pay Bills		\$90.00	\$7.55	\$2.52	\$5.03
8/28/2	8/28/2019	Cherry's Express	Shelly	Accounting	Accounting	0.09	Reconcile Bank Account - QBO, download bank statement, Choose account to Reconcile, Check Beginning Balance, Enter statement details	Reconcile Bank Account - QBO		\$100.00	\$8.67	\$2.60	\$6.07
						Total:					Total:	Total:	Total:
						6.95					\$662.10	\$208.54	\$453.56

Results



How will you know?

Watch your firm at work – improve, iterate, grow



**If you define the problem correctly,
you almost have the solution.**

Steve Jobs





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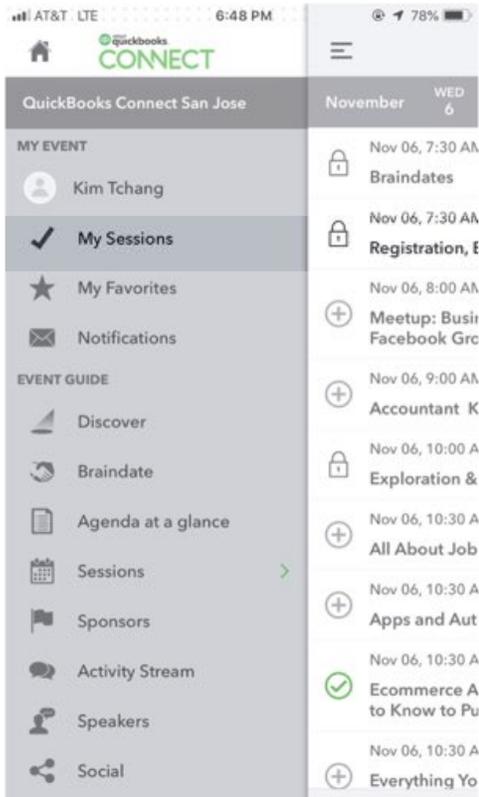


Questions?

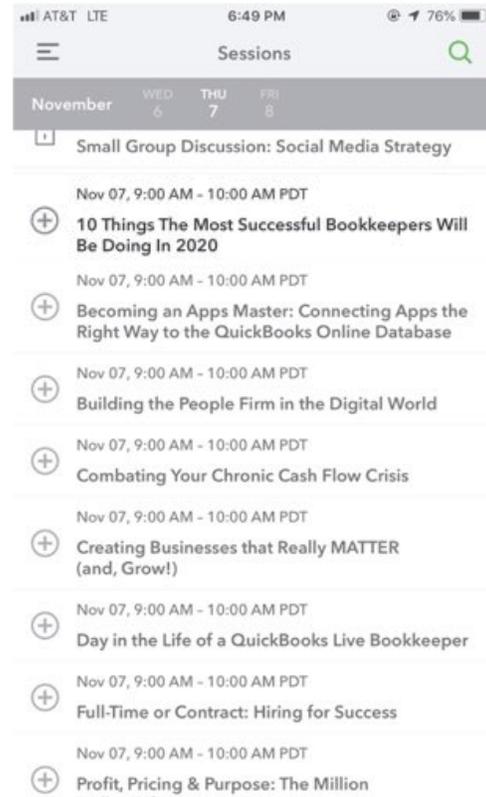
Rate this Session on the QuickBooks Connect Mobile App

Provide feedback to help us design content for future events

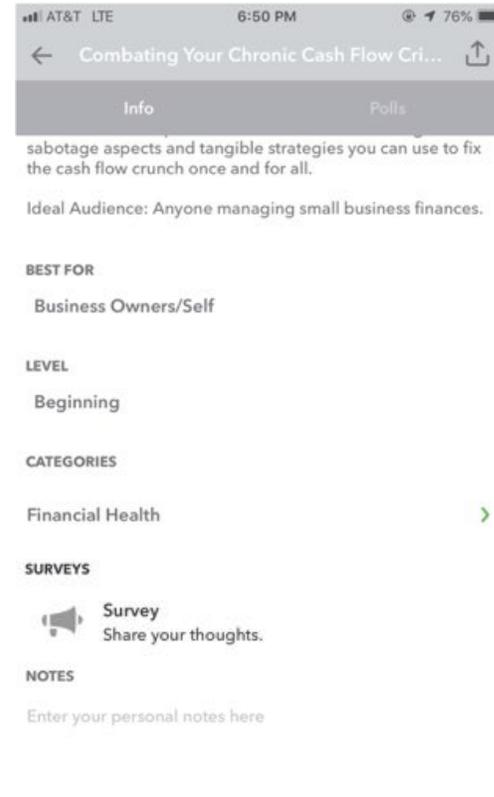
1. Select Sessions



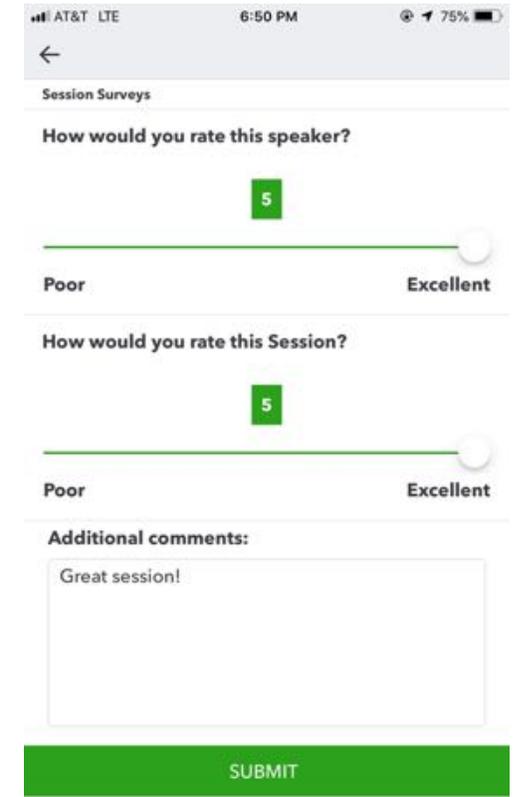
2. Select Session Title



3. Select Survey



4. Add Ratings



Material Download

1. Find the session on the agenda
2. Select + for more information
3. Download PDF of slides and/or supplemental material

<https://quickbooksconnect.com/agenda/>

The screenshot shows the QuickBooks CONNECT agenda page for November 7. The page features a navigation bar with links for 'Why Attend', 'Agenda', 'Speakers', 'Pricing', 'Sponsors', 'Travel', and 'FAQ'. A 'Register now' button is located in the top right corner. Below the navigation bar, there are tabs for 'November 6: Accountant Day', 'November 7' (which is selected and underlined), and 'November 8'. A 'Print Agenda' link is also present. The main content area includes a search bar labeled 'Search for sessions' and a row of filters: 'Business Growth', 'Life & Business Skills', 'Organizational Culture', 'Technology Training', 'Advisory', and 'Financial Health'. An 'Expand all +' link is on the right. The agenda items are listed in a table-like format with time slots on the left and session titles on the right. The sessions include: '7:30-9:00 am Registration, Breakfast & Exploration'; '7:30-10:30 am Braindates' (with a description and 'Learn more' link); '8:00-8:30 am Yoga'; and '8:00-8:45 am Breakout Sessions' which includes four sub-items: 'Small Business Meetup: Relationship Marketing and the Power of Human Connection', 'Small Group Discussion: Social Media Strategy', 'Small Group Discussion: Showing up - Why What You Wear Matters', and 'Small Group Discussion: Build Your Dream Bookkeeping firm'. Each session has a '+' icon to its right, indicating it can be expanded for more details.

 **CONNECT**

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