

## QuickBooks Online Master Class

Michael Di Lauro





#### **CPD Process**

#### In order to receive CPD credit:

You must be in attendance the entire day.

Today's live training is eligible for up to 6 CPD credits.

CPD certificates are emailed directly to you within 4 weeks of the training date to the email address you used to register.



## Today's speaker



Michael Di Lauro CPA, CMA @DilauroMichael



## **Agenda**

#### **Morning Session:**

Applying Standardization and automation in your practice
Automation for you and your clients
Working with Apps review
The App center

#### **Afternoon Session:**

App Utilities for Importing data into QuickBooks Online Working in QuickBooks Online and ways to expand efficiency



## Resources

The PowerPoint for today's session can be downloaded via the QBC conference app

# **QuickBooks Online Master Class Session 1**

APPLYING STANDARDIZATION AND AUTOMATION IN YOUR PRACTICE

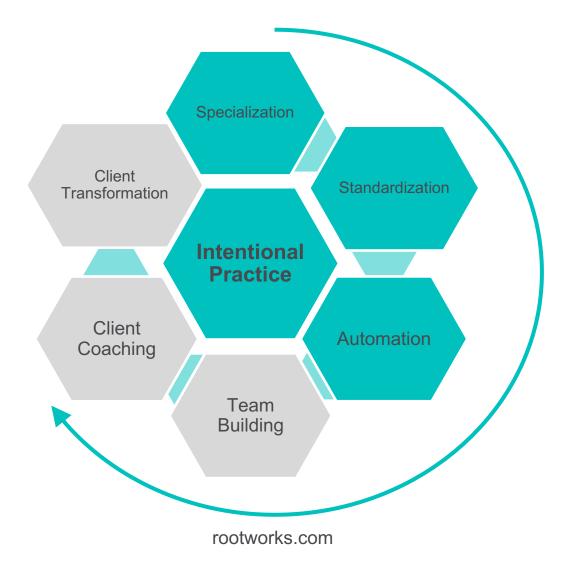


## **Applying Standardization and Automation in Your Practice**

#### **LEARNING OUTCOMES**

Understand standardization in your practice

Understand the potential of automation





#### **Consider Services You Receive**

Who decides which tools to use, procedures to perform, etc.?

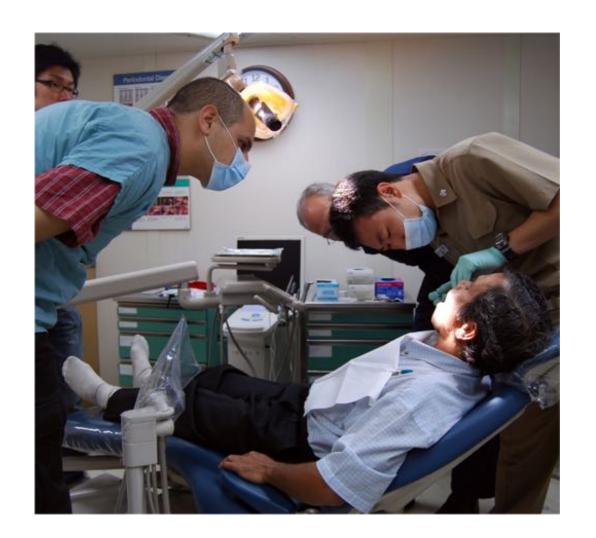
Your dentist?

Your auto mechanic?

Your lawyer?

You decide the tools and processes to use in your firm.





#### **Essentials of Standardization**

#### **Standardized Processes are Key**

You define the services, processes and systems to meet the needs of the client.





#### **Benefits of Standardization**

Efficiency

Consistency of Client Experience

Scalability

Capitalization of Firm Knowledge

Streamlined Transition of Roles and Responsibilities

Ability to Automate





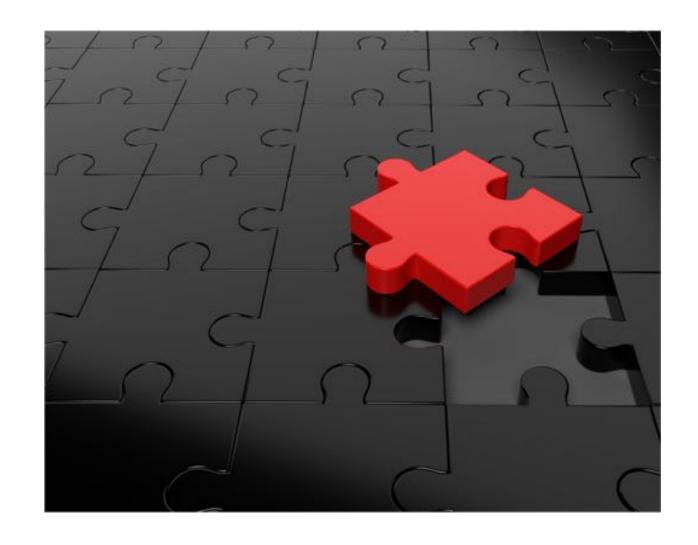




#### Clients of a Standardized Firm

Fit your process Coachable Recognize Value you

Focus on the right clients!





#### The Path to Standardization

Determine your specialization

Create a team

Map processes

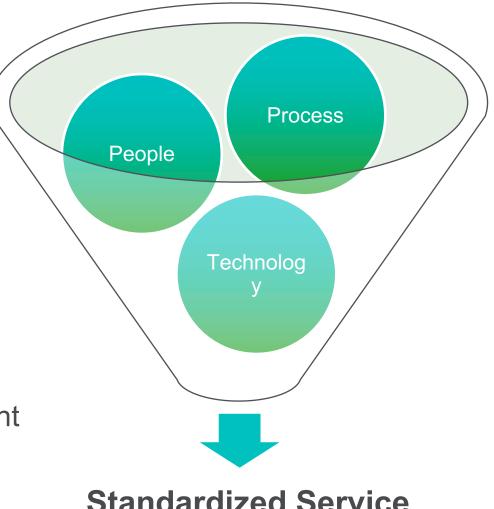
Document processes

Automate processes

Train to processes and over-manage adoption

Improve processes and modify documentation

Aero Workflow and Karbon are practice management apps with these processes mapped out







# **QuickBooks Online Master Class Session 2**

**AUTOMATION FOR YOU & YOUR CLIENT** 



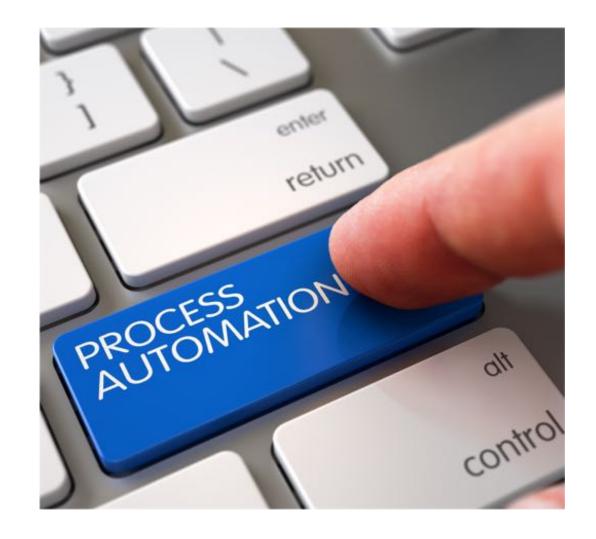
#### **Benefits of Automation – for Clients**

Timely information

Collaboration

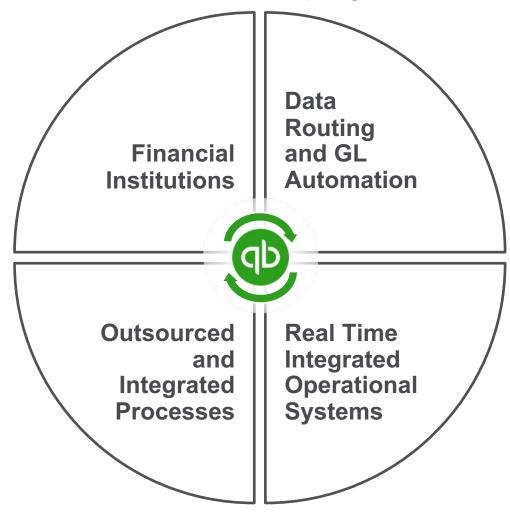
Connection of front and back office

**Significant reductions in Data Entry** 



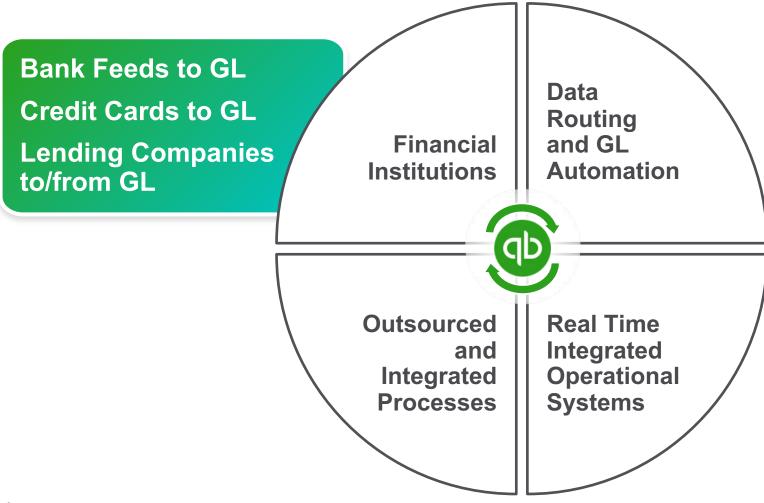


Scenario: Bookkeeping Services

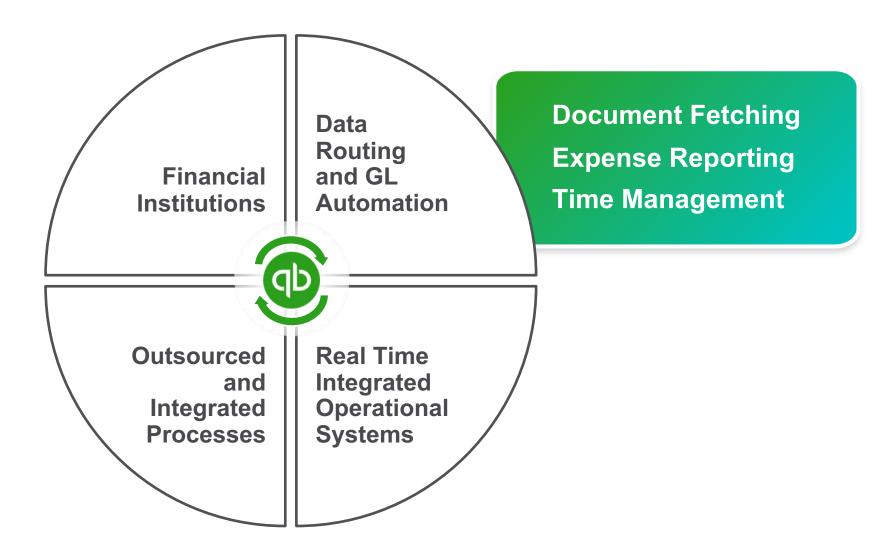




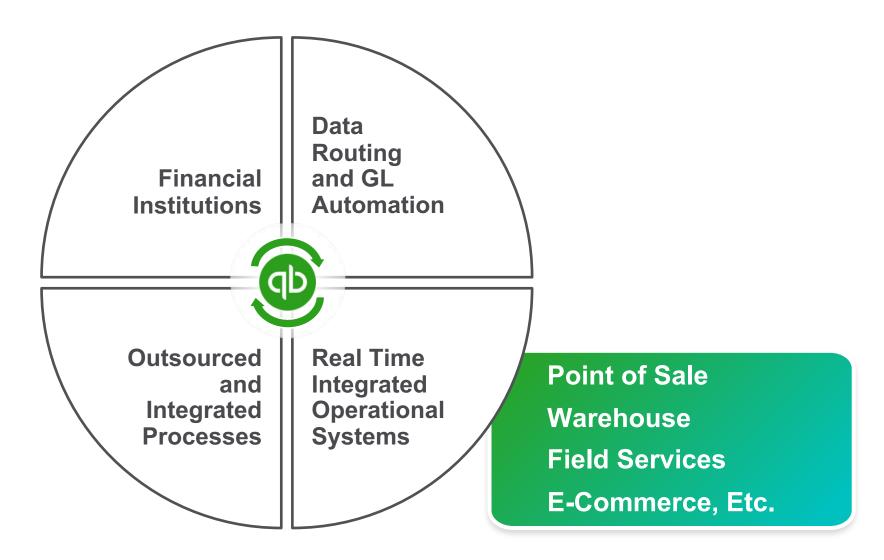
#QBConnect



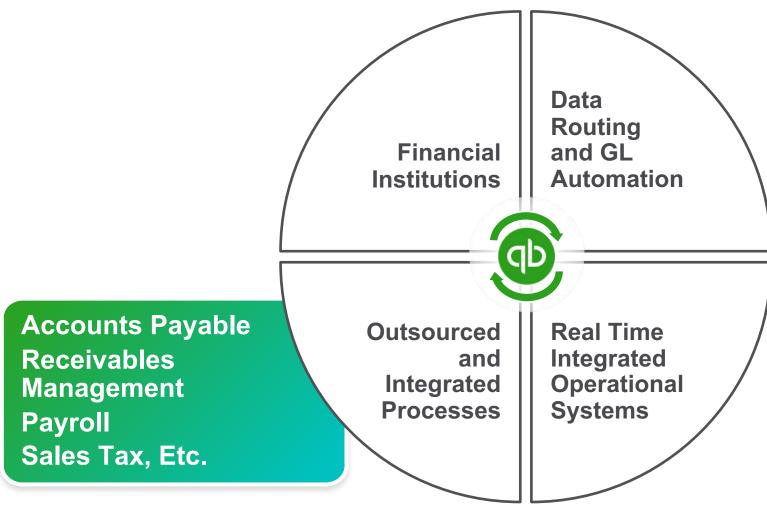














#### **Result of Automation – for Clients**

#### Your client can focus on:

Marketing

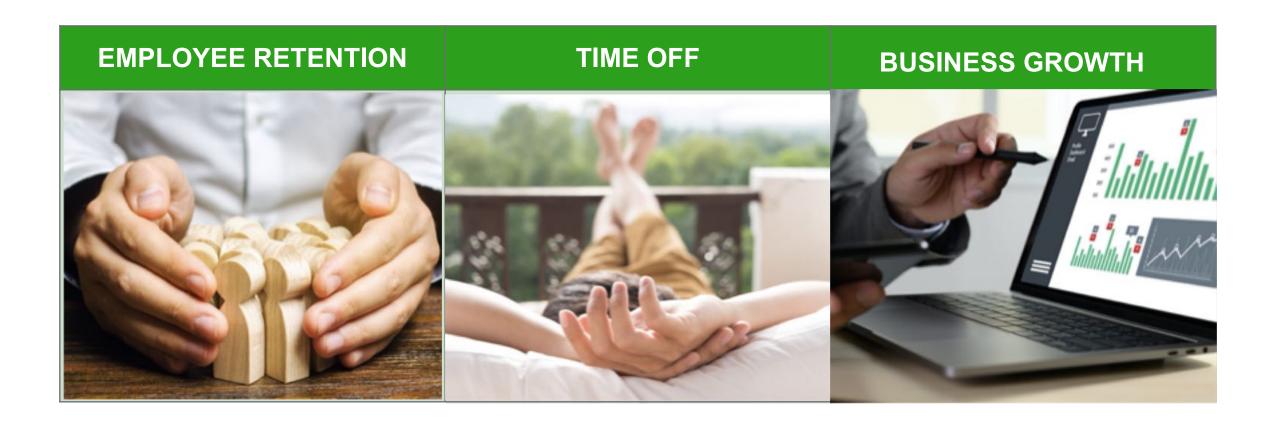
Leveraging extra time

Making better business decisions





### Result of Automation – for Your Firm





#### **Automation for You**

Due dates / task assignments

Client communication

Task checklists and procedures

Creating proposals

Customizing engagement letters

Onboarding clients

CRM for client referrals and leads

















## **Apps for Clients**





## **Performing a Needs Assessment**

#### **Basic questions throughout:**

Who will do the work?

What needs to be done?

When will it be done?

Where will it be done and stored?

Who needs access?

Why it needs to be done?

How it will be shared?

Ask open-ended questions – then LISTEN!





## **App Exercise**

#### Perfect Fit Plumbing

**7 Employees:** One office staff the 6 other employees are plumbers. Currently they are having a hard time paying bills because cash flow is low. They have 134 outstanding invoices. Need a better way to manage payments.

Over \$45k in revenue a month

Residential Plumber – mostly repeat and local business

Uses QuickBooks Online for creating invoices after the plumbers drop off handwritten tickets in the office.

Untracked plumbing expenses means often customers do not get charged for parts. Office employee is unsure which receipts and handwritten tickets match up.

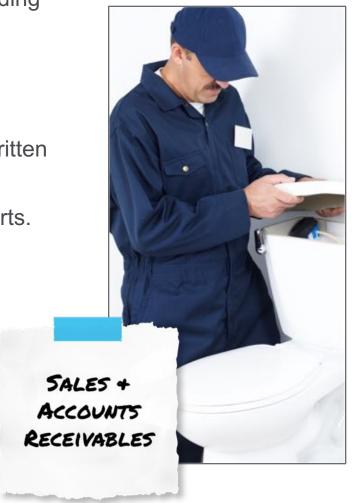
Invoices are created up to a week after services are performed

Invoices are going unpaid with no customer follow up

Payments are being processed by a third party outside of QuickBooks

Phone keeps ringing for new work but office employee is too busy imputing old work to schedule new work





#### Sales and Accounts Receivable

Is there a Point of Sales or other 3rd party system for sales?

Sales Receipts or Invoices/Receive Payments?

Payment method? Merchant services account?

Where do sales take place?

Commissions?

Other relevant and specific questions













## **App Exercise**

#### **Green Landscaping**

**10 Employees:** The owner mostly oversees the crews and bids new projects. Each of his 3 crews has a crew leader who is responsible for making purchases when needed. He has no idea how much he is spending on projects or fuel. He wants a better way to manage expenses.

Over \$70k in revenue a month

Offers landscaping services to banks and office complexes

Uses QuickBooks Online but does not use bank feeds because never shown how

Suppliers email his wife directly and she handwrites check payments

Once a month the owner opens the bank statement to see how much each crew spent on fuel and supply costs





## **Purchases and Accounts Payable**

Where do purchases take place?

How do they pay for purchases?

Approval process for purchases or paying bills?

And more



## **App Exercise**

#### Awards to Go

**15 Employees (12+3 family):** Several months back he lost 4 employees, but he doesn't want to replace employees because he believes better processes will allow him to have fewer employees.

Over \$100k in revenue a month

Custom Printed – T-shirts, trophies, printing, signs, pens, uniforms (access to 10,000s of products)

Uses QuickBooks Online for the day to day operations e.g. estimates to invoices workflows

Uses QuickBooks Desktop 2016 for bank accounts, A/P etc (didn't want employees to see the bank accounts)

Paychex for Payroll (but prints the checks, no Direct Deposit)

TrackSmart.com for time sheets, manually types this data into Paychex

Bank accounts haven't been reconciled in 4 months

3 Company Credit cards no expense tracking





## **Operations**

Understand the flow of their operations

Is there a sales department?

Is scheduling important?

Are sales / work in the field or in the office?

Is there an operations manager?

More based on the type of business









## **Inventory**

What type of inventory – manufacturing, retail, wholesale, etc.

Perpetual or physical inventory?

Do they have a separate 3rd party system for inventory?

Do they have employees dedicated to inventory?

Do they have the skills and commitment to maintaining a perpetual inventory system?









## **Payroll**

How many employees?

Hourly or salaried?

Pay schedule

Commissions?

Benefits?

Time tracking?

Allocated by class, location or customer/job?

Who will do regular paychecks, quarterly and annual filings and tax payments?











## Morning Break

# **QuickBooks Online Master Class Session 3**

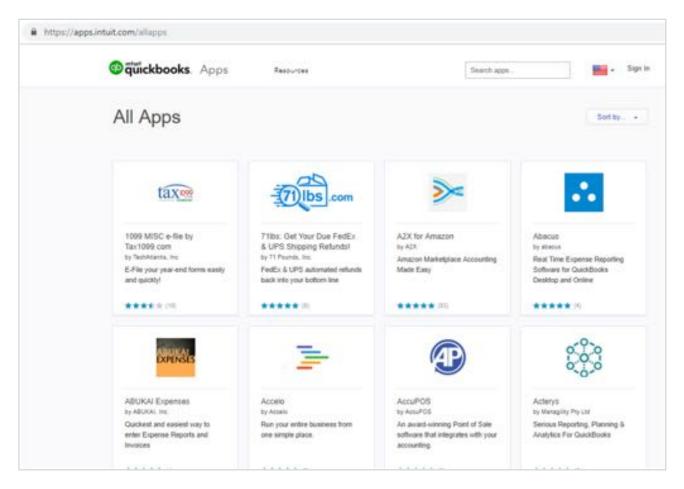
**WORKING WITH APPS REVIEW** 





#### The Right App for the Job

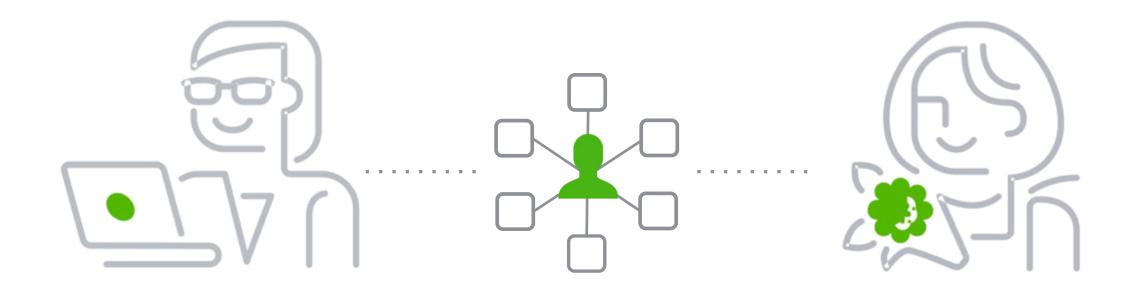
Your #1 role is to ensure accounting data integrity.





#### **App Stacking**

How to use and set up systems which work together and create a workflow.





# You're the train engineer, guiding them through the discovery, selection and implementation of the apps!





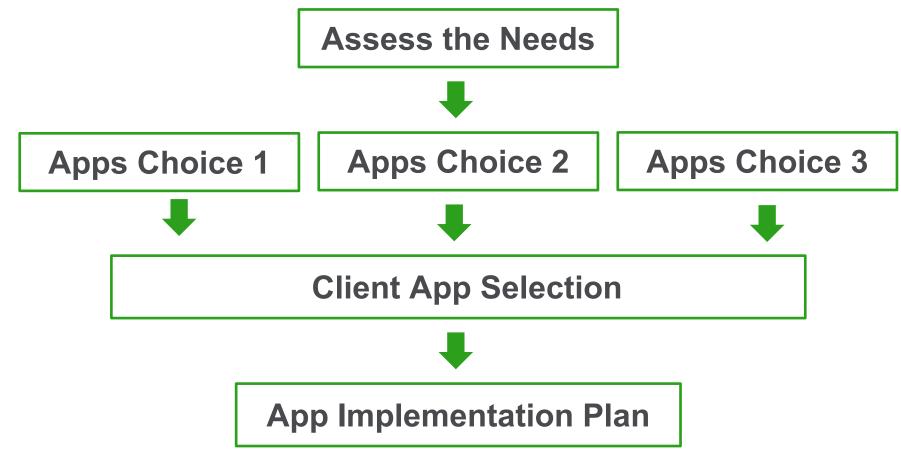
#QBConnect

Define the objective





Innovative App Expert Waterflow Diagram





Discovery Engagement – Define the objective so success can be measured

Must haves

Nice to haves

What are the pain points an App can solve

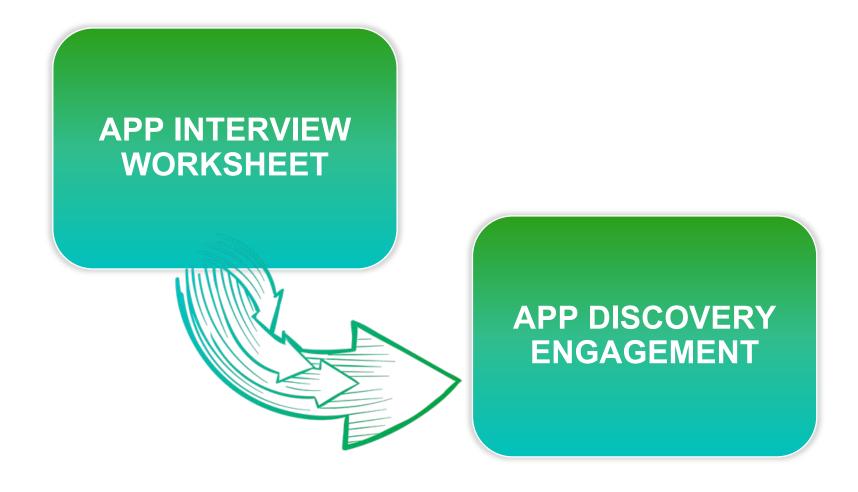
Who is affected & using the App (field service, office staff...)

What transactions are being affected (income, expenses...)

@DilauroMichael

What have been the work arounds to date







#### **Discover their why**

Create App <u>Discovery Interview Worksheet</u>

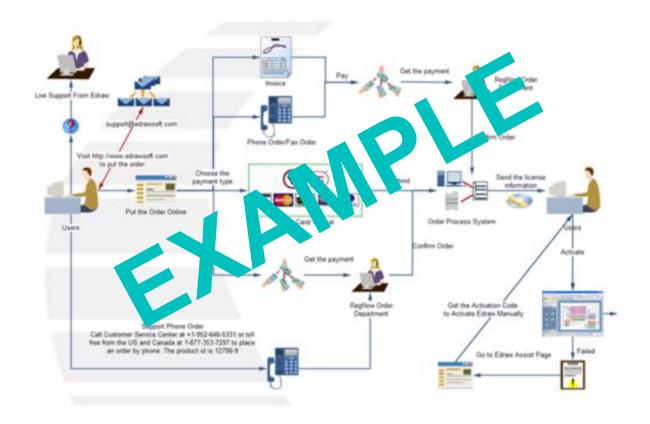
Ask leading questions and listen





Understanding Process Workflow Order

The following order workflow diagram shows how a user put the order product on the internet.





**Understanding Process Workflow Order** 





# **QuickBooks Online Master Class Session 4**

#### THE APP CENTRE

Apps Tab in QBOA Apps.com



What are the pain points?

Is there an App for that?

Opportunities for Innovation?

#### CATEGORIES

Calculate quotes

Get funded

Make payments

Manage customers

Manage human resources

Manage projects

Perform analytics

Prepare taxes

Receive payments

Run payroll

Send invoices

Sync data

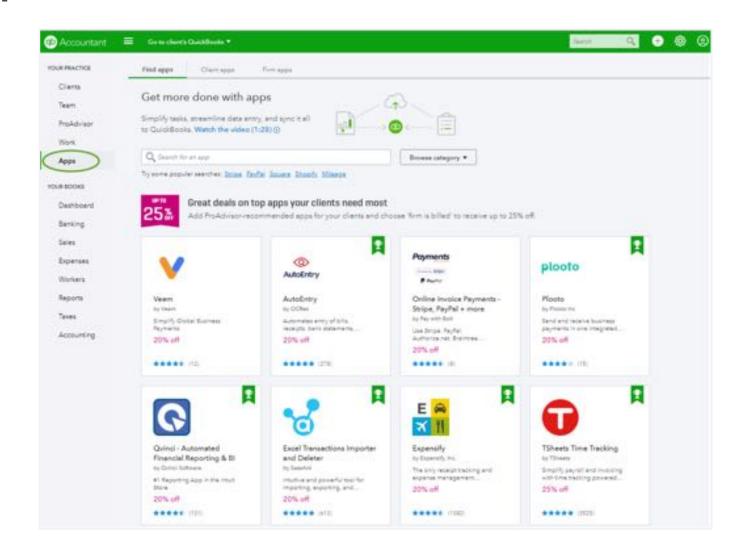
Track expenses

Track inventory

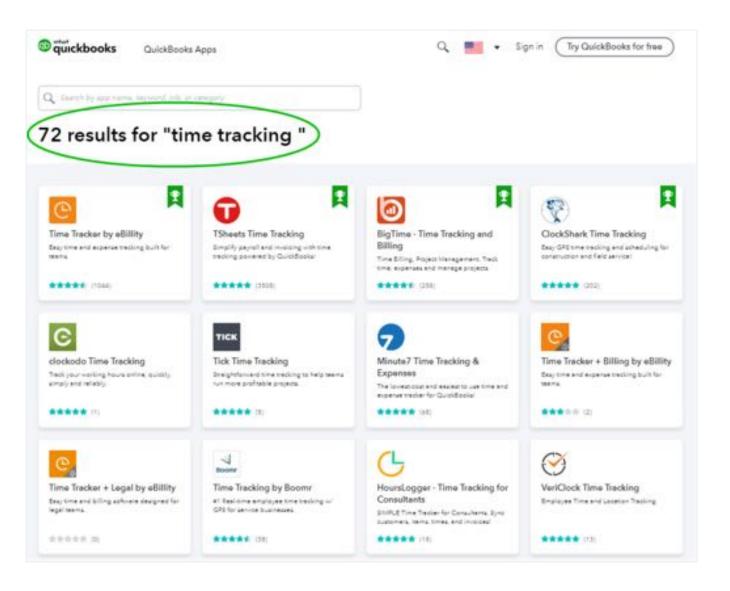
Track time



**QBOA** Apps Tab









@DilauroMichael





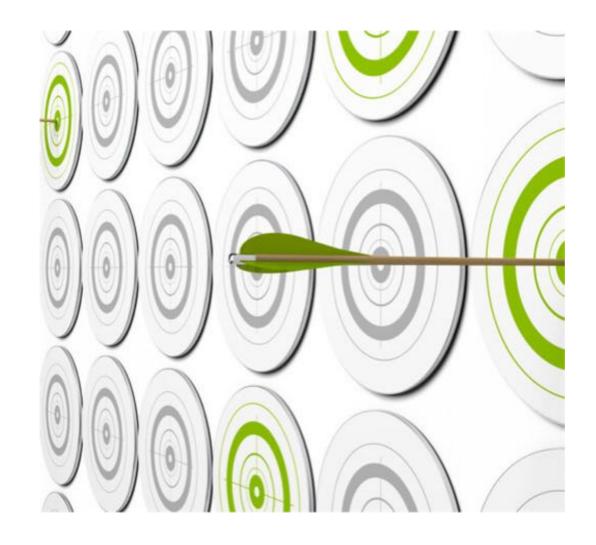


One size does not fit all... your favorite apps may not work for every client.



Involve client
Review two or three apps
Advise not dictate

Remember....
it's OK to not know all the apps





**Evaluate Apps by Grading them** 

'Must Have' features

'Nice to Have' features

Cost of app

Interface

Ease of use

Implementation time/difficulty/resources





# Implementation Plan

Define your role

**Implementation** 

or

**Support** 





# **Implementation Plan**

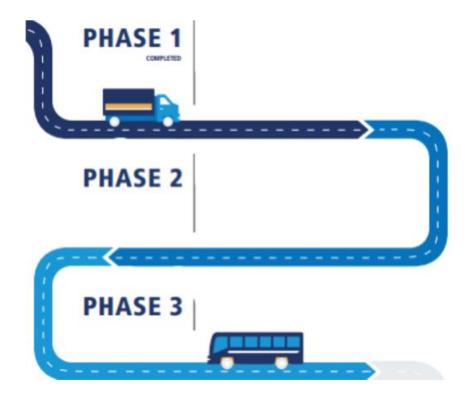
Prep the team for change





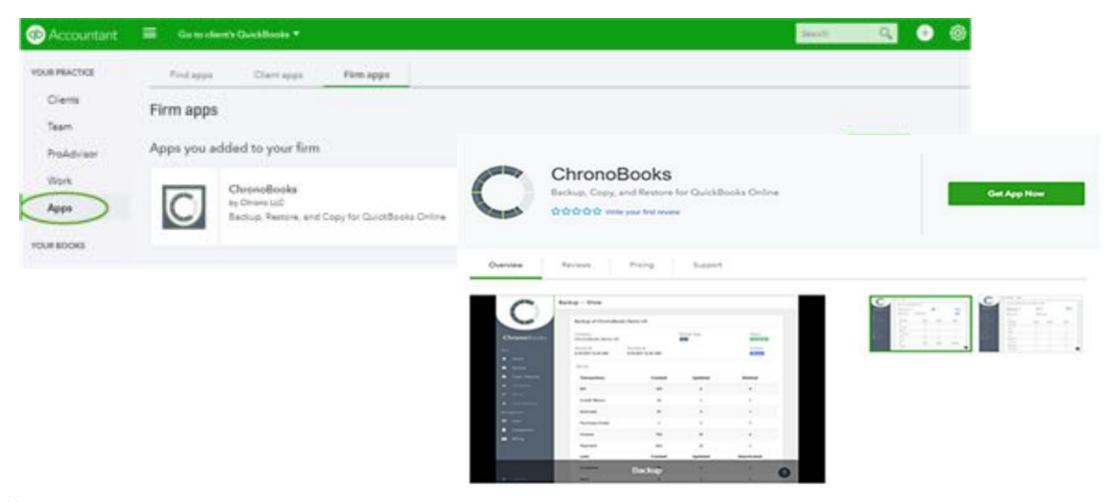
# **Implementation Plan**

Create a written implementation plan with phases and timelines





#### ChronoBooks as your Fail-Safe Plan





# What is App Stacking?

Using two or more applications to perform tasks.



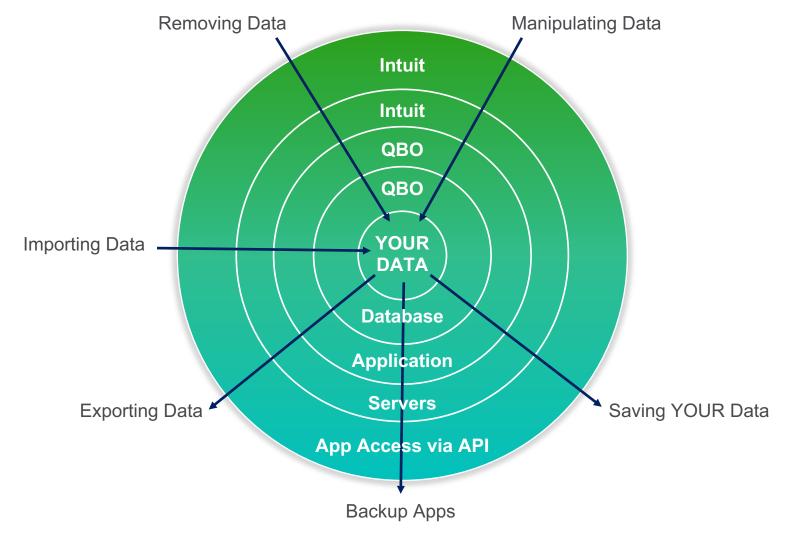


# **App Stack Example**





#### **Accessing QuickBooks Online**





#### **Accessing QuickBooks Online**



Authorize Intuit to securely share your data with Excel Add-In for QuickBooks Online

# 2216 Paul No. 10, 34 lights reserved



OAuth requires the authenticating user to interact with QuickBooks Online to authorize permission for every connection.





#### **Creating Restore Points**

"Why do I need to create a restore point? Doesn't Intuit do that?"





#### **QBO Data Utility Apps to Create a Restore Point**

**ChronoBooks** 

**Rewind for QuickBooks** 

**Backup Circle** 



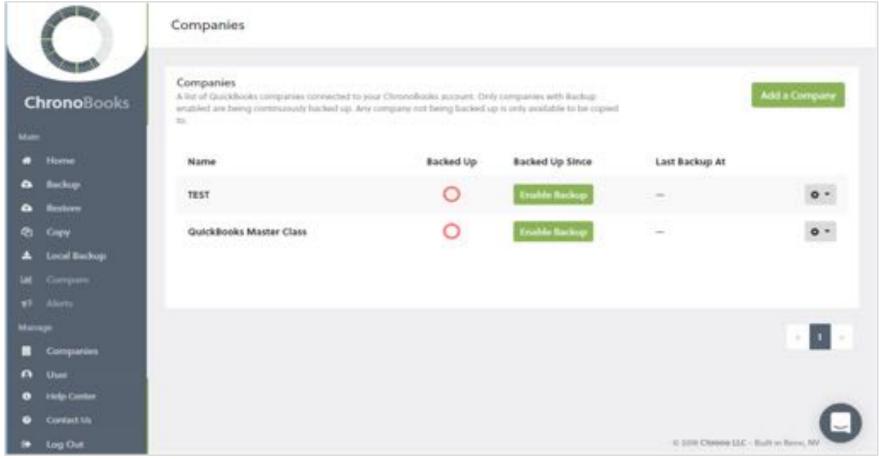






#### **Tools for Safeguarding QBO Data**

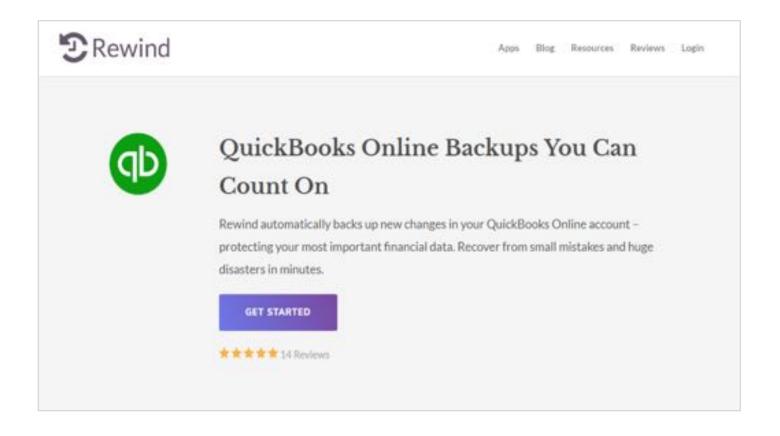
#### ChronoBooks





#### **Tools for Creating a Restore Point**

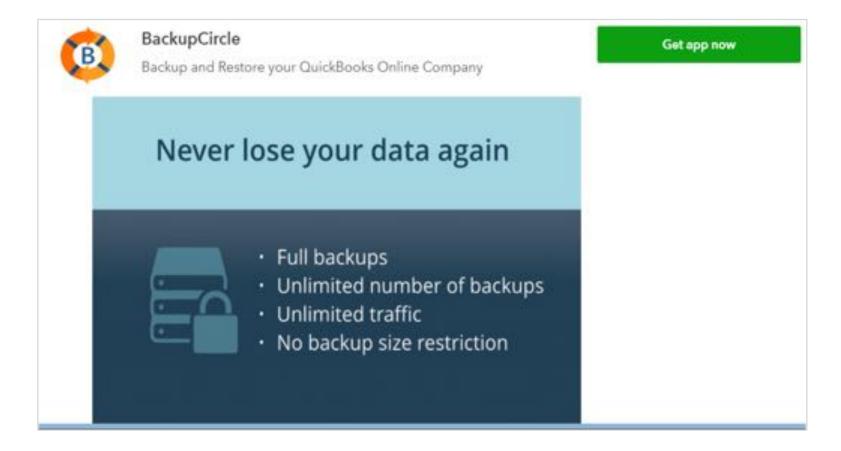
Rewind for QBO





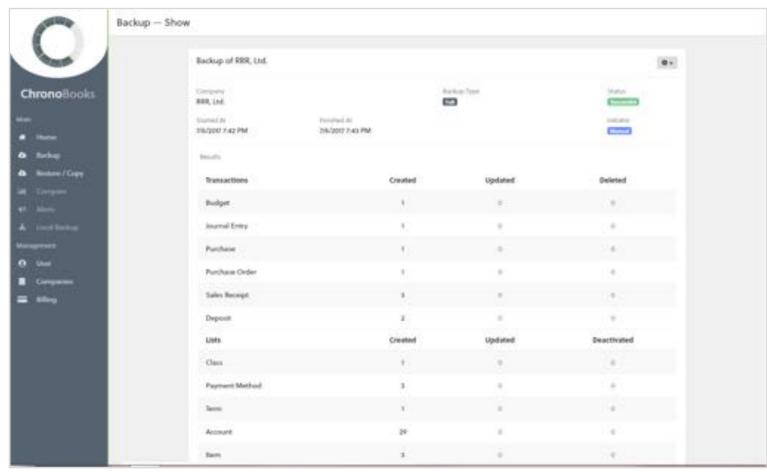
#### **Tools for Creating a Restore Point**

#### Backup Circle





#### **How ChronoBooks Works**





Continuous backup

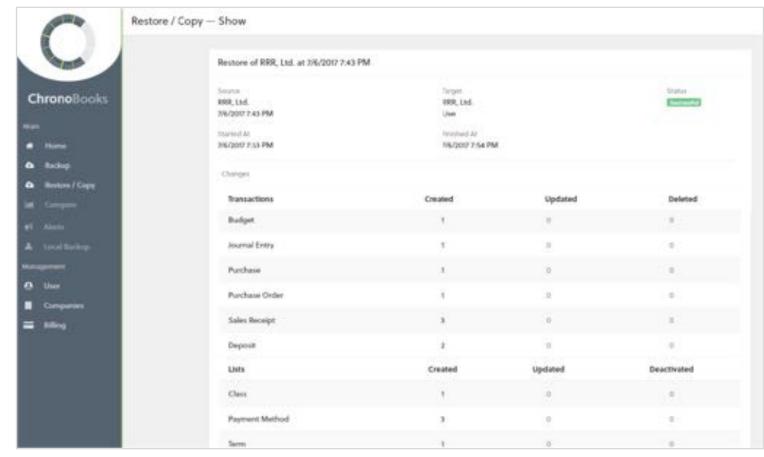


#### **How ChronoBooks Works**





Restore and copy your QBO data from your ChronoBooks backup.



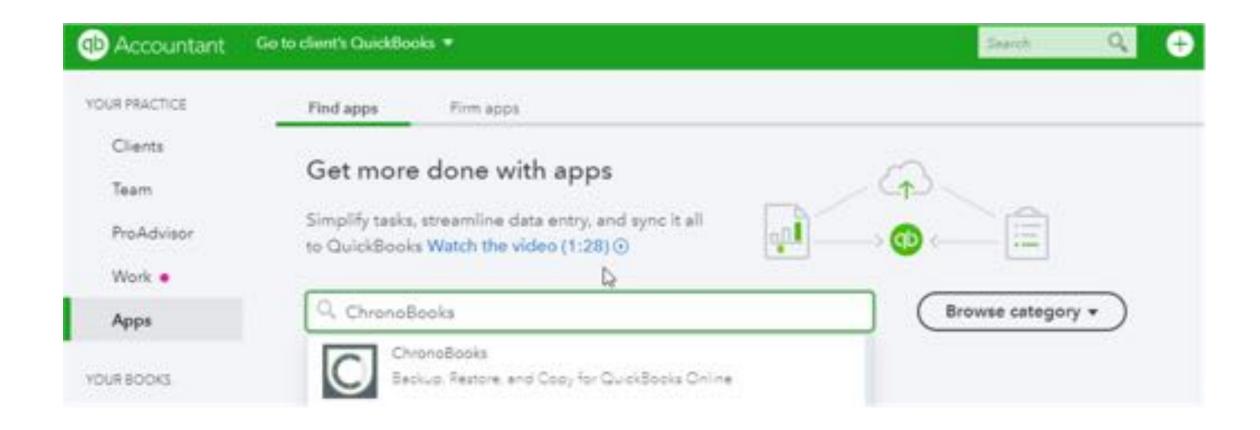


# PRODUCT DEMONSTRATION



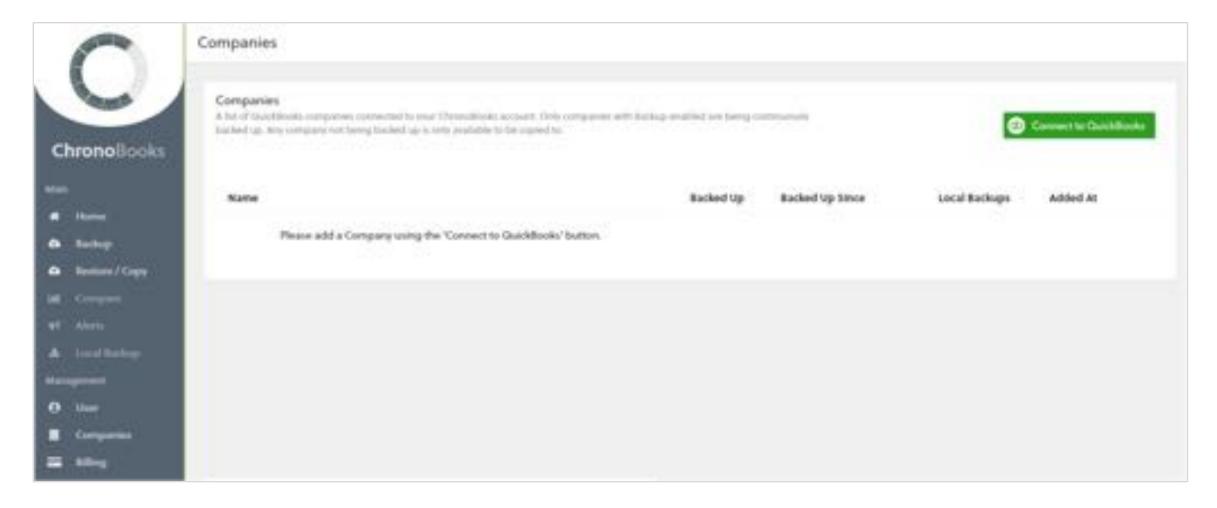


#### Sign Up for ChronoBooks from QBOA





#### **Connect Company to ChronoBooks**





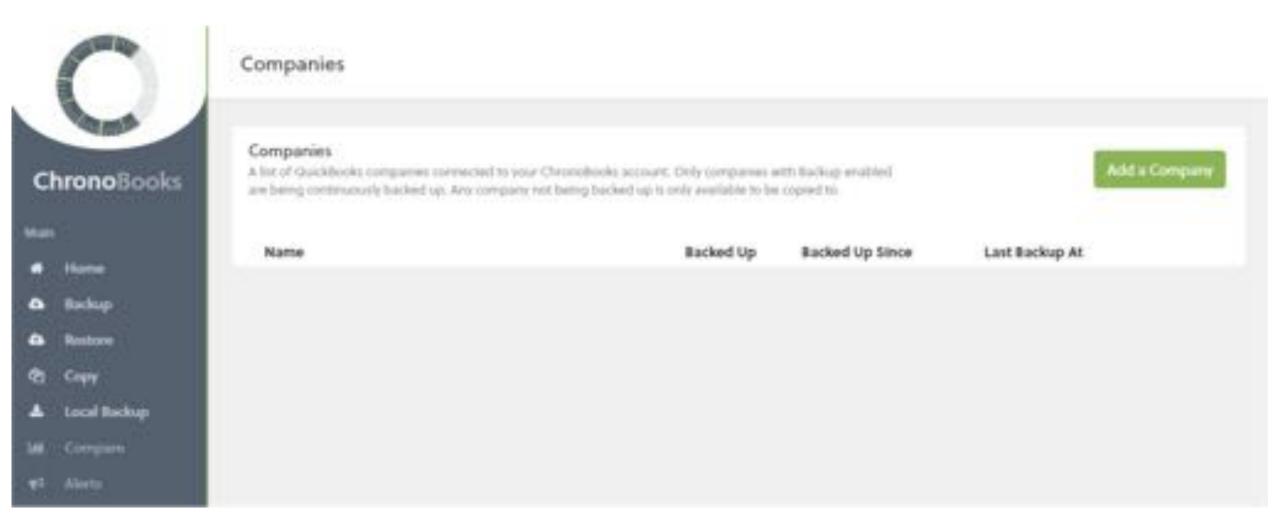
#### **Authorize ChronoBooks**





#QBConnect

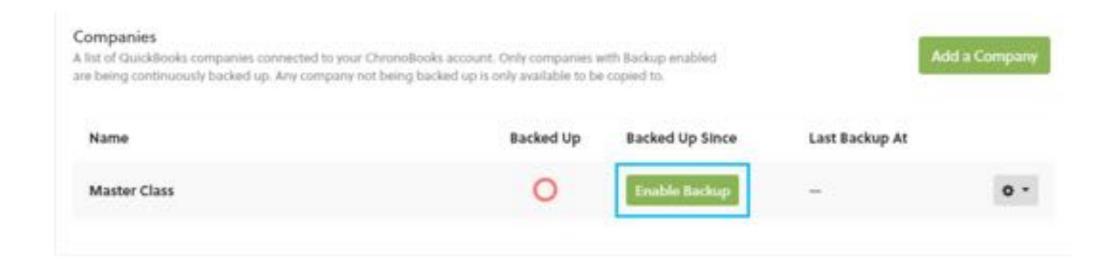
# **Enable ChronoBooks Backup**





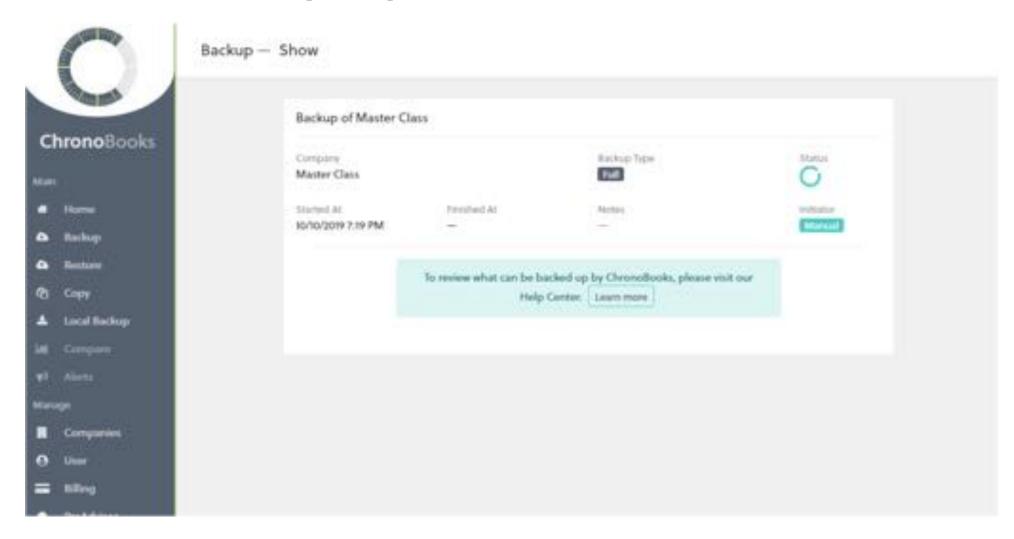
#QBConnect

### **ChronoBooks Backup in Progress**



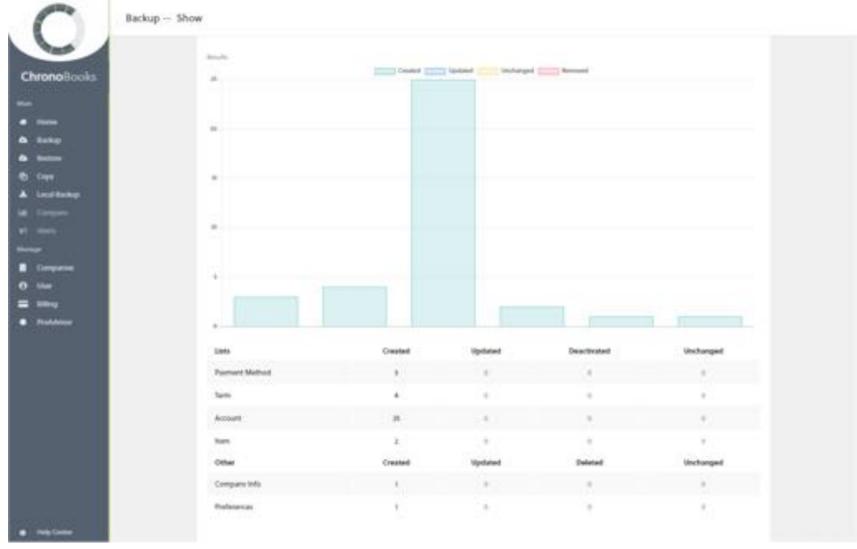


# **ChronoBooks Backup Report**



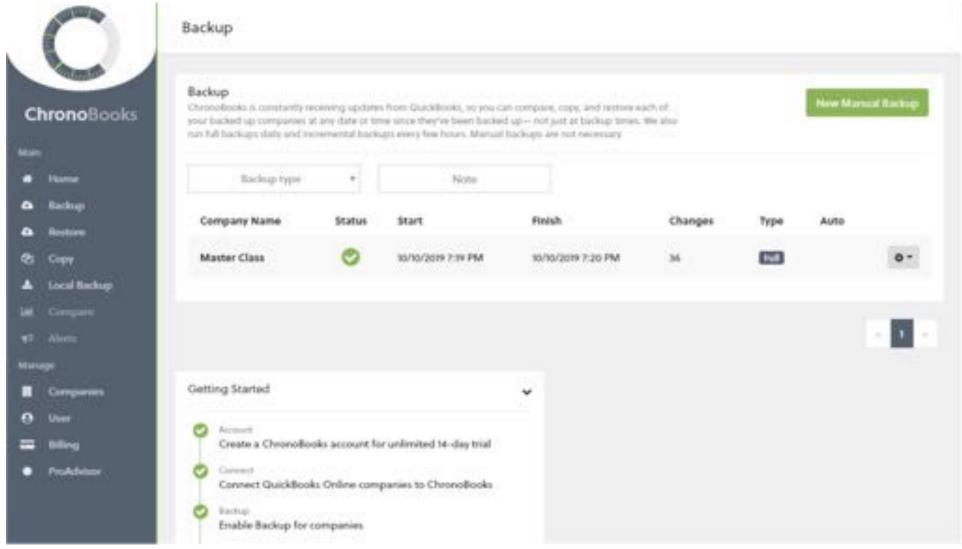


# **ChronoBooks Backup Report**



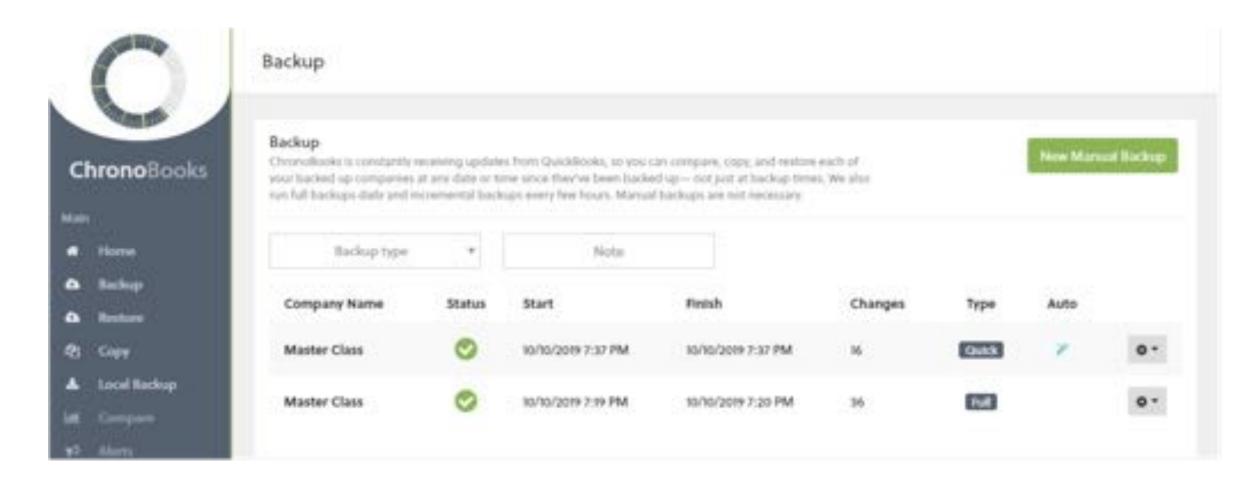


### ChronoBooks - Green ✓ Indicates Successful Backup



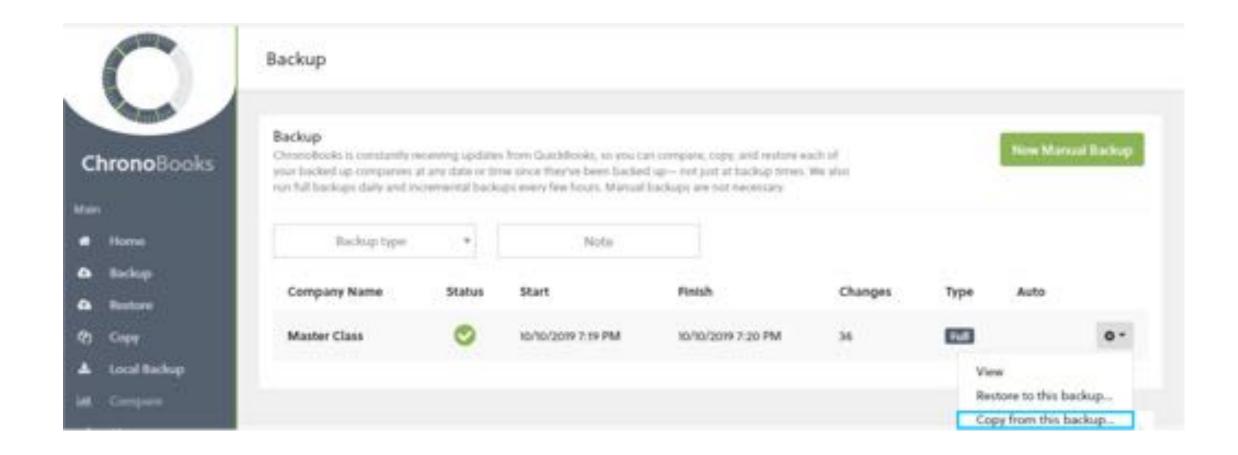


#### ChronoBooks: Full vs Incremental Quick Backup



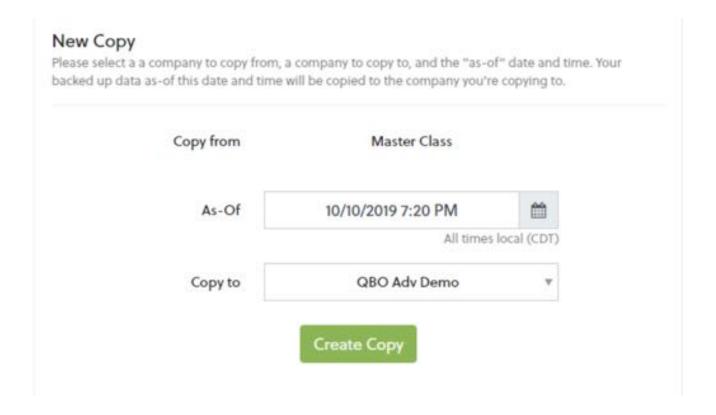


### Restore Backup from ChronoBooks



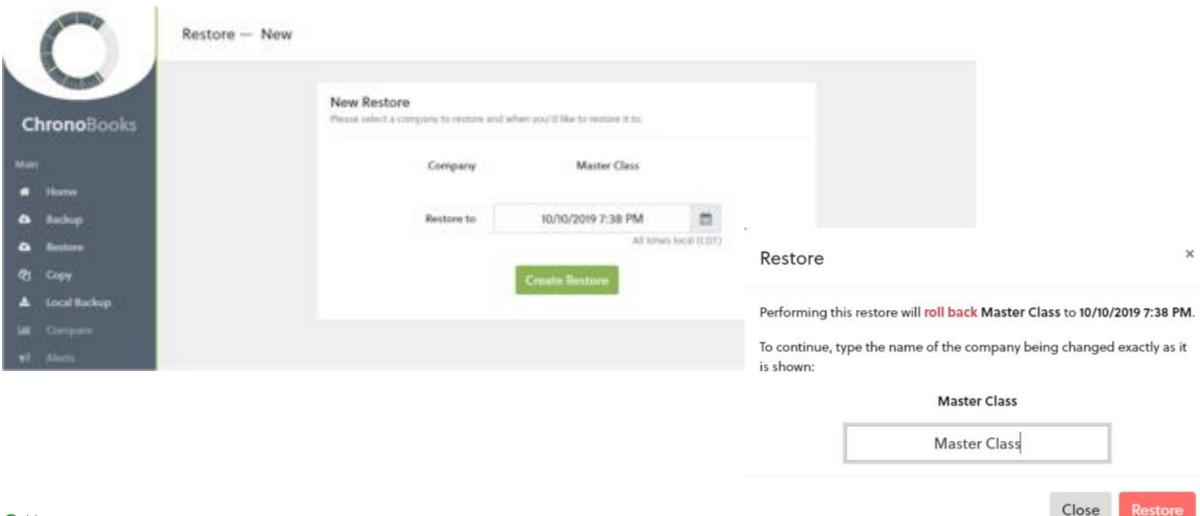


# **Restore Backup from ChronoBooks**



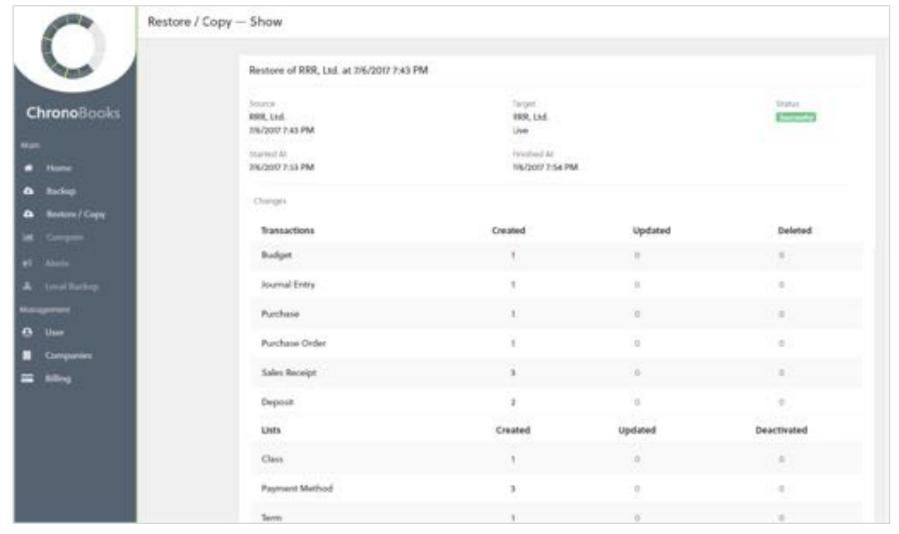


## **Restore Backup from ChronoBooks**





## **ChronoBooks Restore Report**





#### **ChronoBooks Features**

#### Continuous Backup of your QuickBooks Online Data



Compare with your historical data to understand variances and ensure that closed periods are unchanged. Jump-start your audit by with an overview of how your accounting data has changed over time.



#### Local Backup

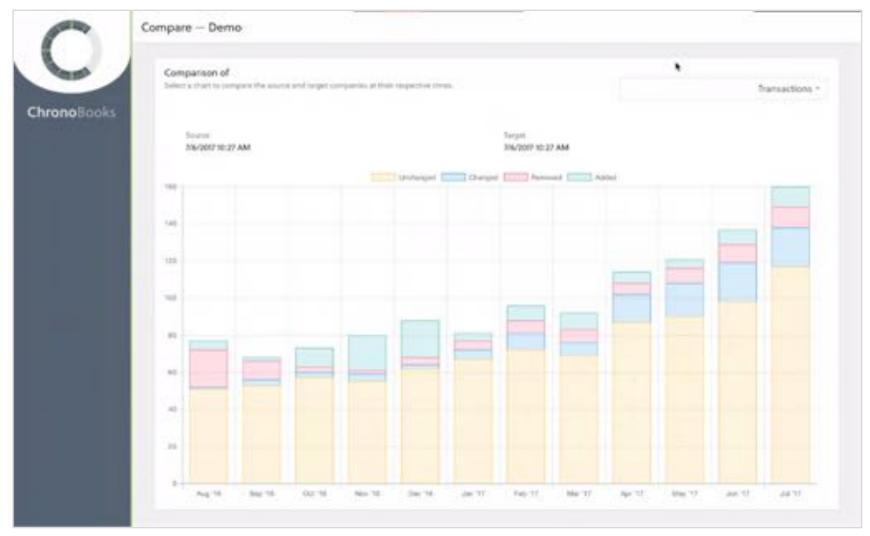
Always have a local backup of your accounting data available by scheduling exports into your Dropbox. Your exports are stored in an standard format and can be passwordprotected.



Bolster your accounting controls by being notified whenever material changes occur in past periods. Work with confidence and never be surprised by variances in closed periods.



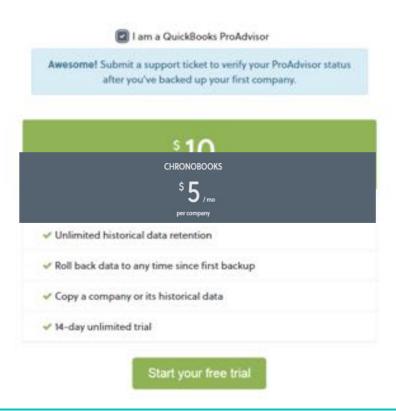
# **ChronoBooks Compare Report**





# **ChronoBooks Pricing**

One plan, all features included.



https://www.chronobooks.com/







# LUNCH BREAK

# **QuickBooks Online Master Class Session 5**

APP UTILITIES FOR IMPORTING DATA INTO QUICKBOOKS ONLINE



# **QBO Data Import Utilities**

"Why do I need to import data into QBO?"





#### **QBO Data Import Utilities**

Data Utility Apps to Import Data into QBO

Axis Import (by Zed) – imports all file types (even iif)

**Excel Transactions** (by SaasAnt) – imports most file types

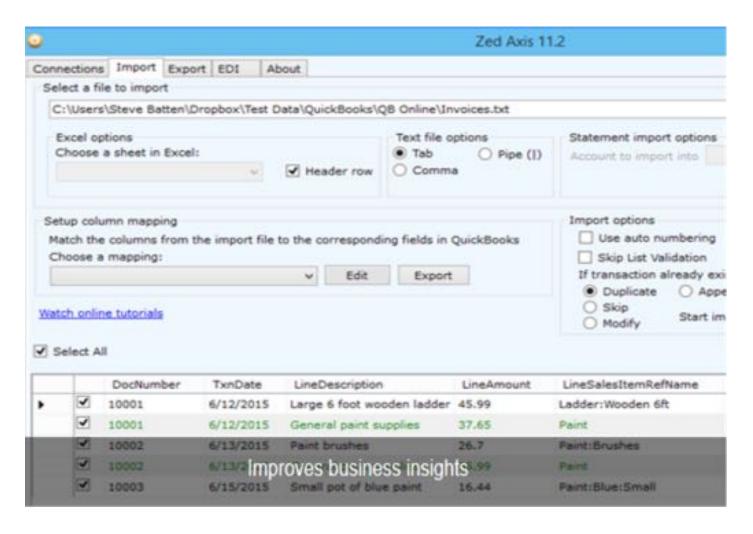
PDF2QBO (by MoneyThumb) – import PDF data into QBO

Transaction Pro Importer for QBO (by Right Networks) imports most file types



#### Data Utility Apps to Import Data into QBO

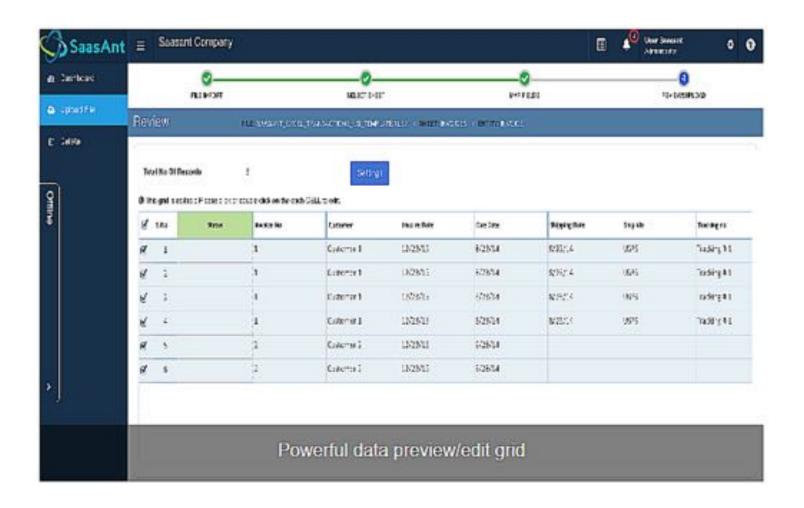
Axis Import (by Zed)





### **Data Utility Apps to Import Data into QBO**

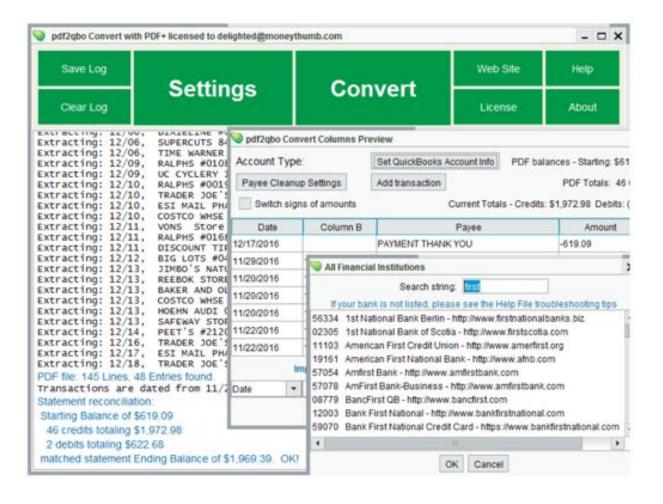
**Excel Transactions** (by SaasAnt)





#### Data Utility Apps to Import Data into QBO

PDF2QBO (by MoneyThumb)





#### How Transaction Pro Importer for QBO (by Right Networks) Works



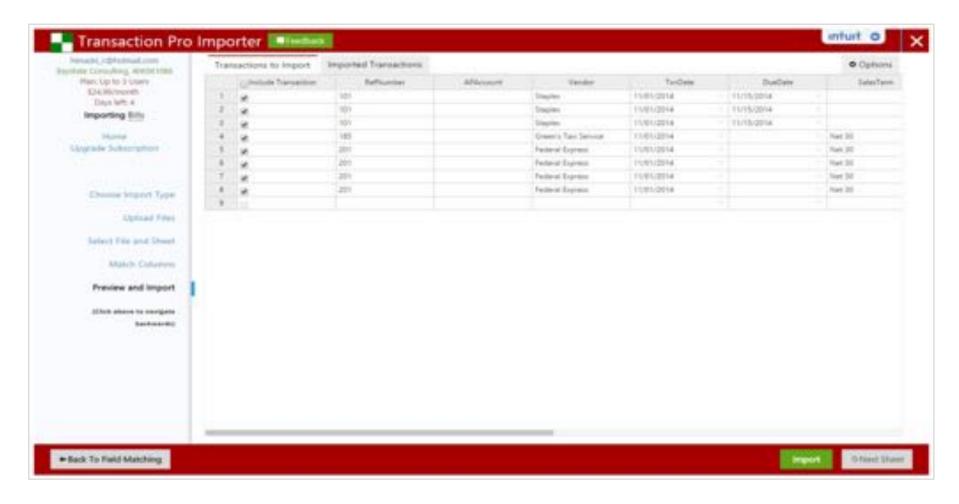


# PRODUCT DEMONSTRATION





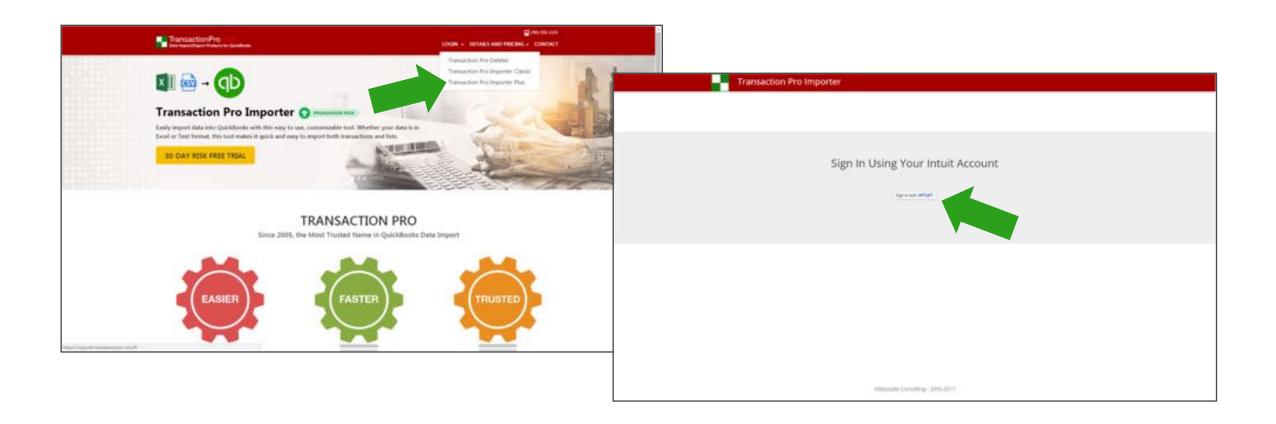
# Transaction Pro Importer for QBO (by Right Networks)





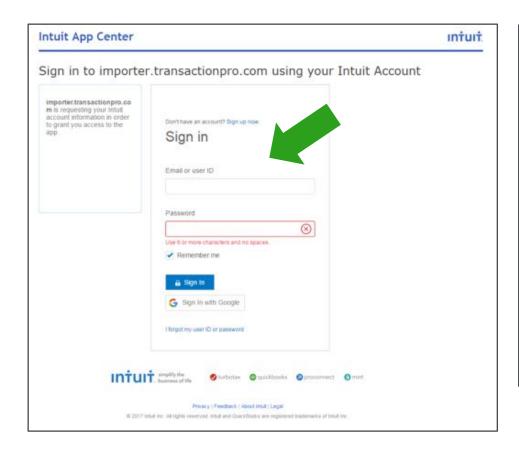
#QBConnect

# Sign up for Transaction Pro Importer for QBO (by Right Networks)





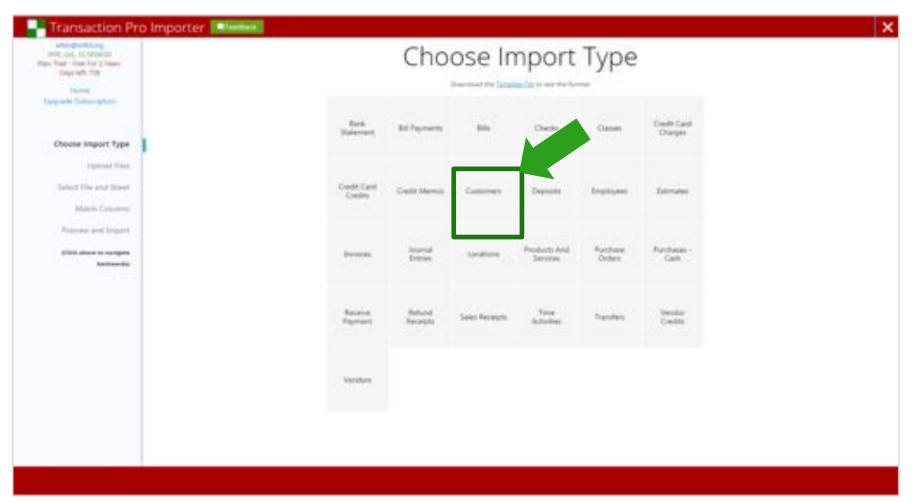
# Authorize Transaction Pro Importer for QBO (by Right Networks)





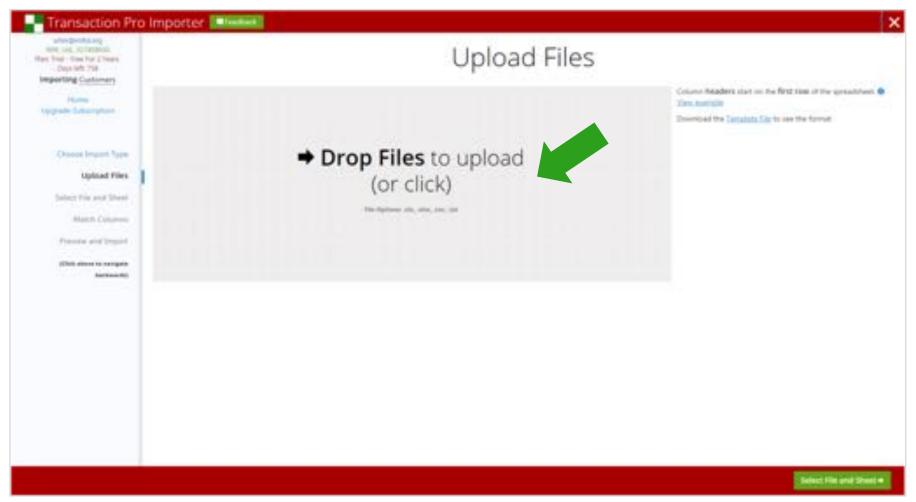


# Choose Import Type with Transaction Pro Importer for QBO (by Right Networks)



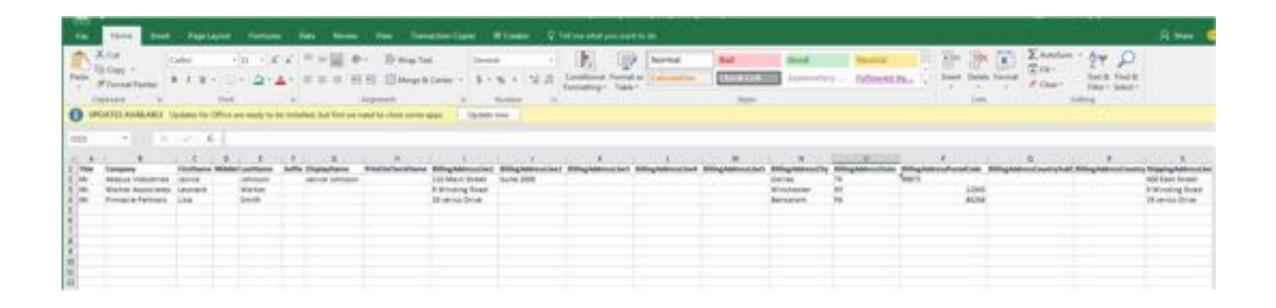


# Select Files to Import with Transaction Pro Importer for QBO (by Right Networks)





# Data to Import into Transaction Pro Importer for QBO (by Right Networks)





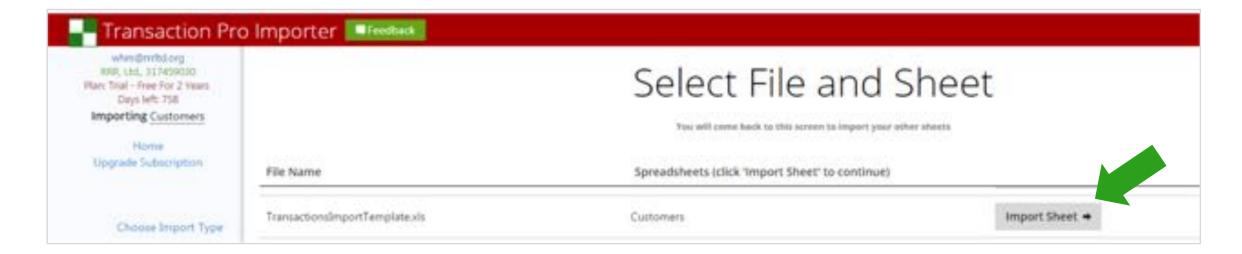
## Upload to Transaction Pro Importer for QBO (by Right Networks)

# Upload Files





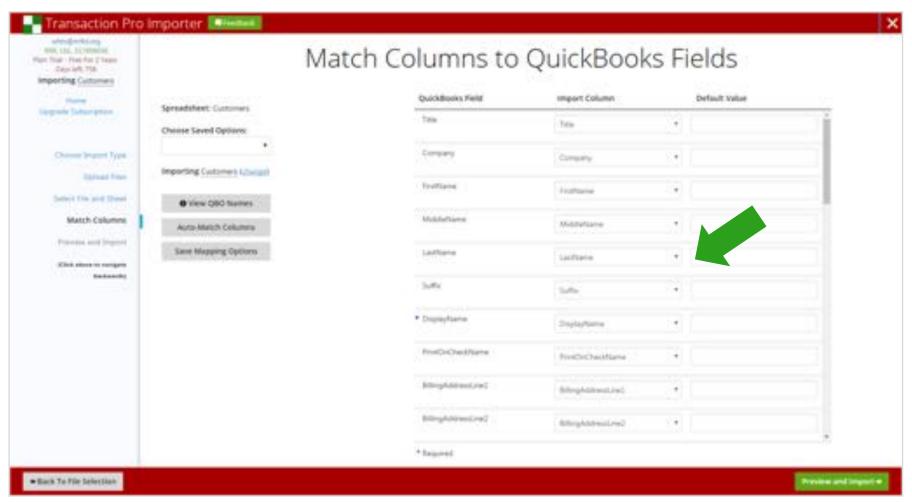
# Select Sheet within File to Import into Transaction Pro Importer for QBO (by Right Networks)





# Field Mapping in Transaction Pro Importer for QBO

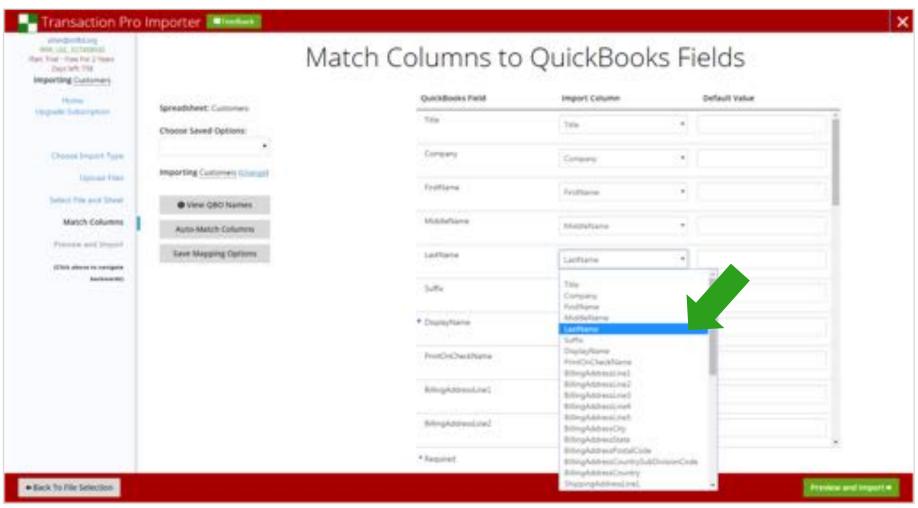
(by Right Networks)





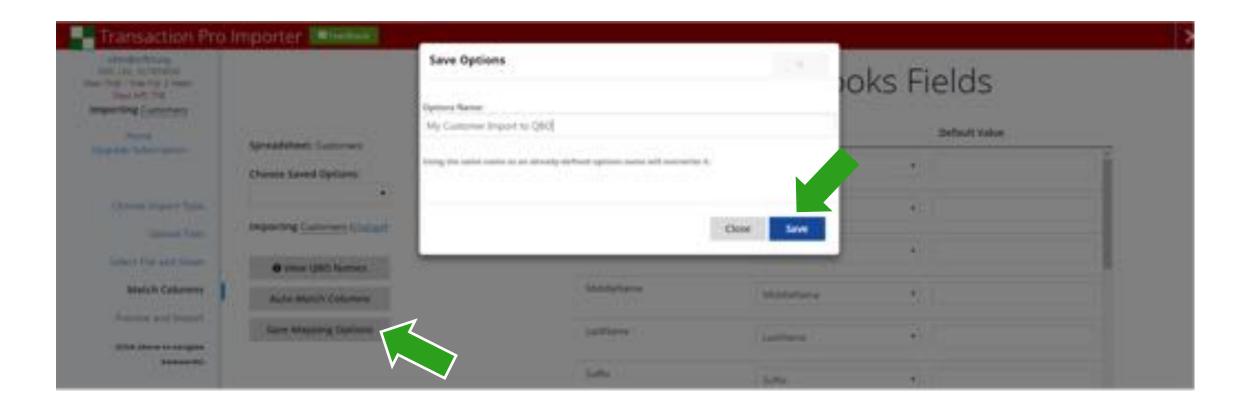
# Field Mapping in Transaction Pro Importer for QBO

(by Right Networks)



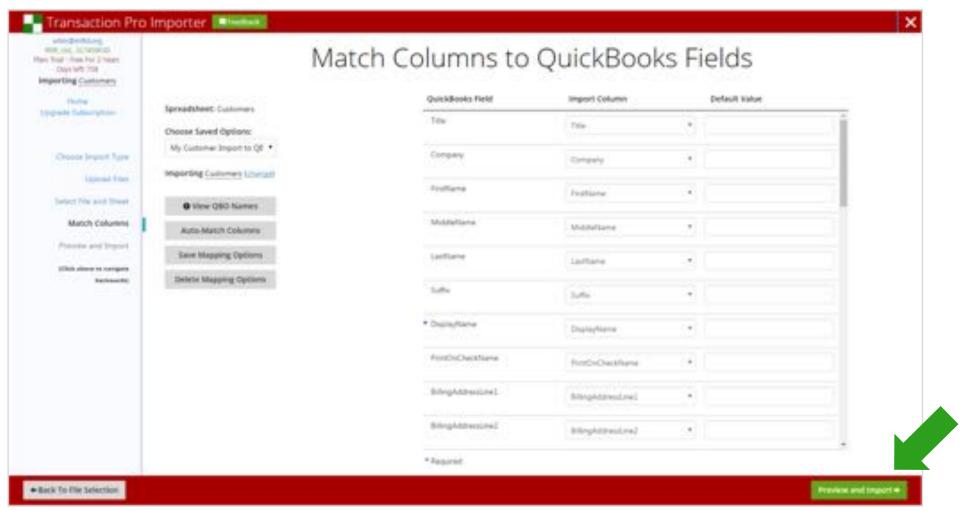


# Save Mapping for Later Use in Transaction Pro Importer for QBO (by Right Networks)



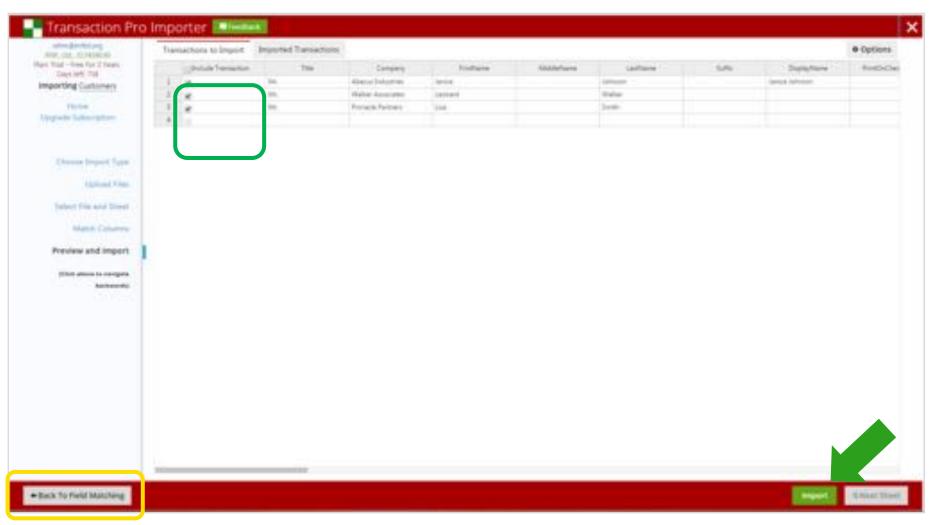


# Proceed to Import with Transaction Pro Importer for QBO (by Right Networks)



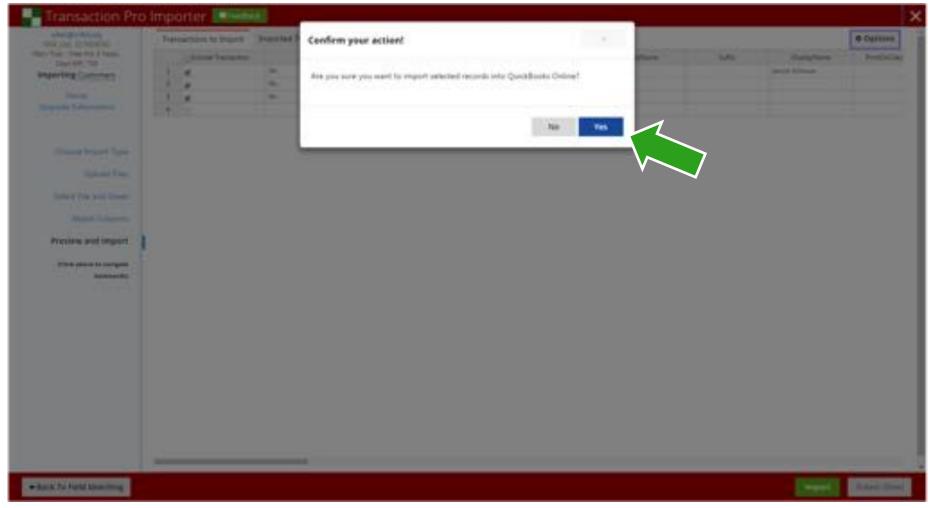


# Import with Transaction Pro Importer for QBO (by Right Networks)



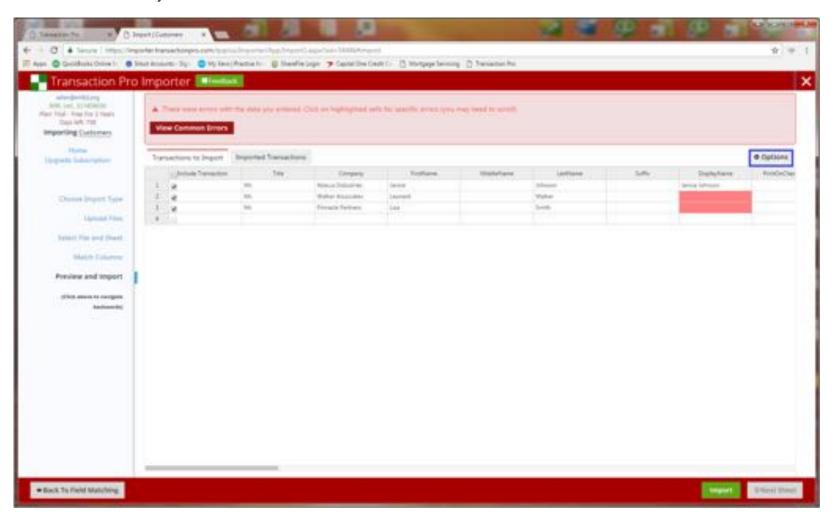


# Confirm Import with Transaction Pro Importer for QBO (by Right Networks)



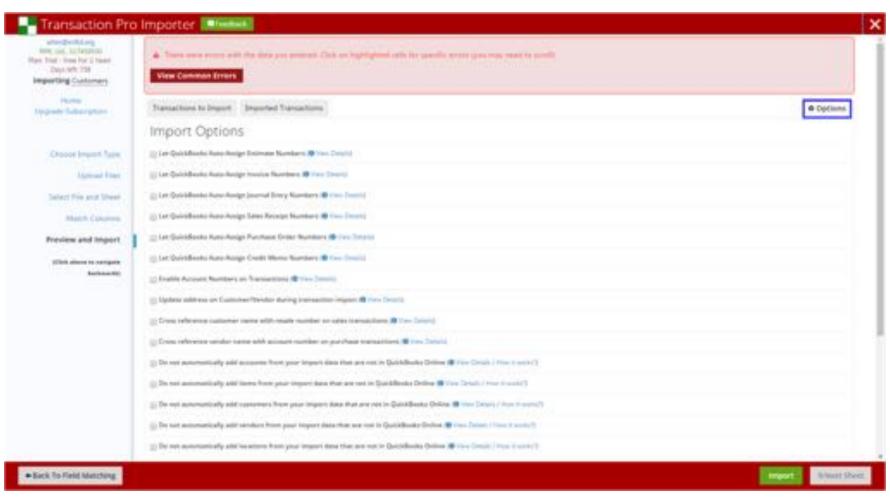


## Import Validation with Transaction Pro Importer for QBO (by Right Networks)



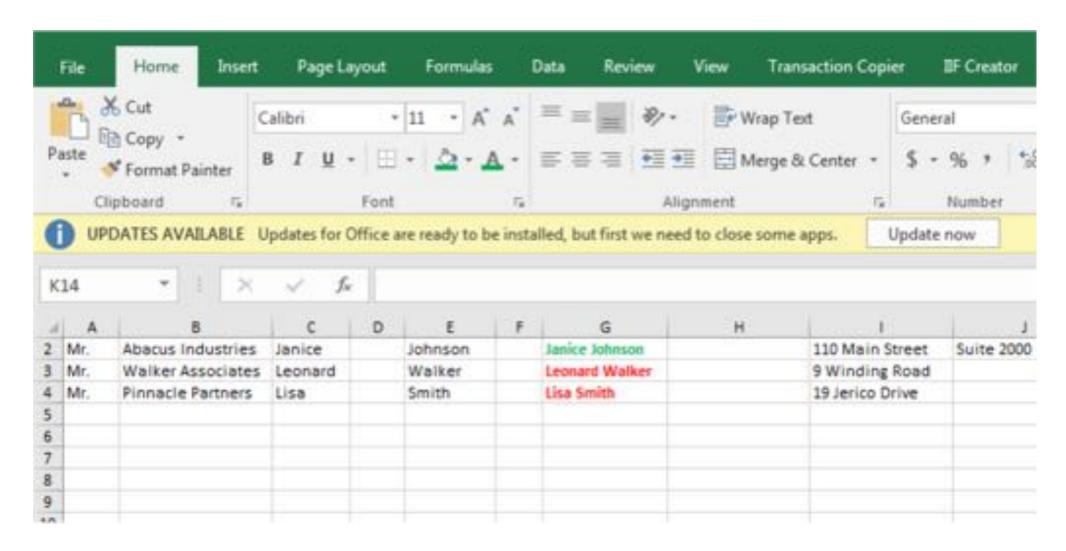


## Import Error Reporting in Transaction Pro Importer for QBO (by Right Networks)





## Editing to Correct Import Errors with Transaction Pro Importer for QBO (by Right Networks)

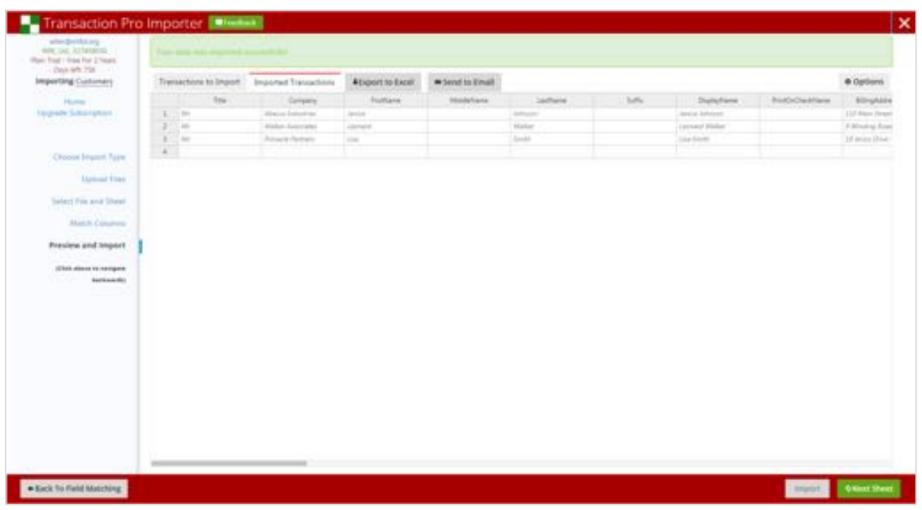


## Importing after Corrections with Transaction Pro Importer for QBO (by Right Networks)





# Successful Import with Transaction Pro Importer for QBO (by Right Networks)





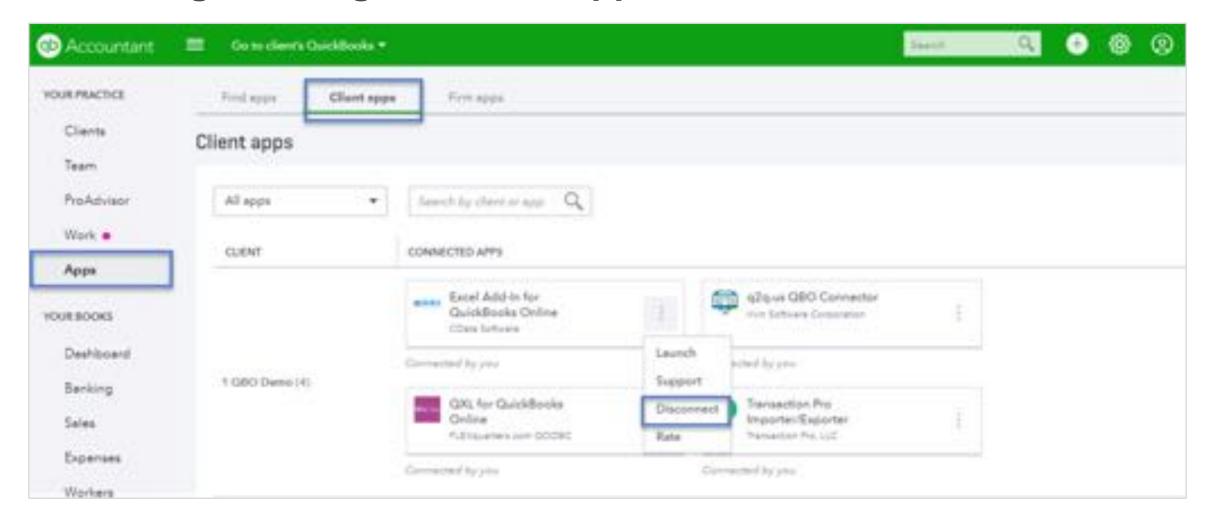
### Afternoon Break

### **QuickBooks Online Master Class Session 6**

WORKING IN QUICKBOOKS ONLINE AND WAYS TO EXPAND EFFICIENCY



#### Removing No Longer Needed Apps from Your Clients' QBO



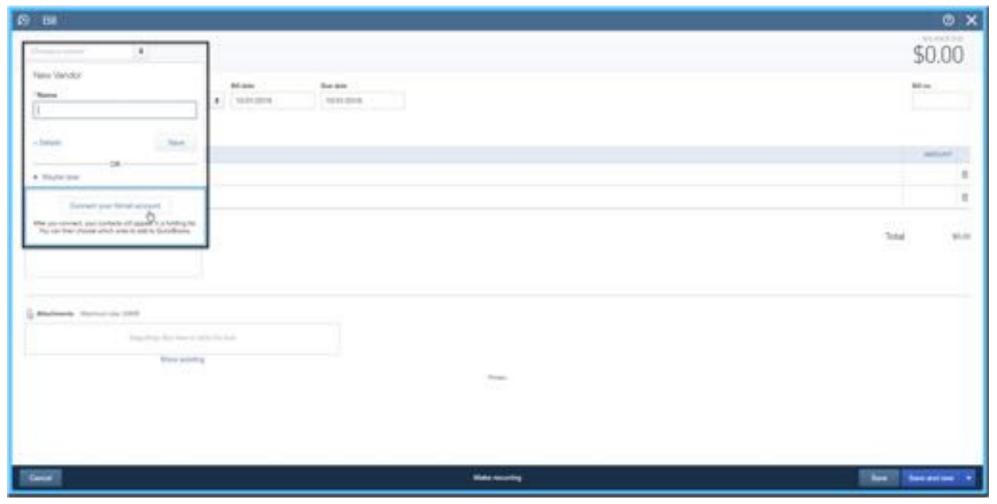


#### Removing No Longer Needed Apps from Your Clients' QBO

Cancel subscriptions with 3rd party apps

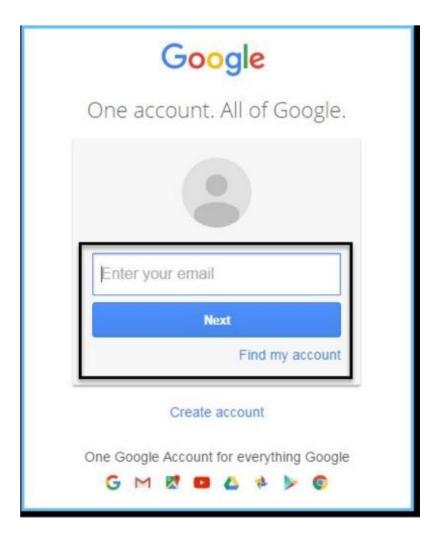






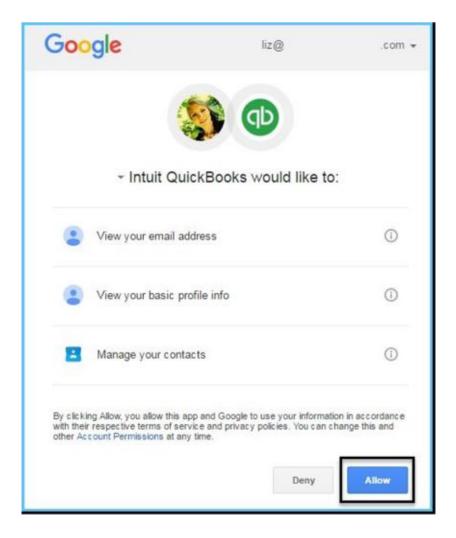


Login to Gmail from the QBO Vendor or Customer name field



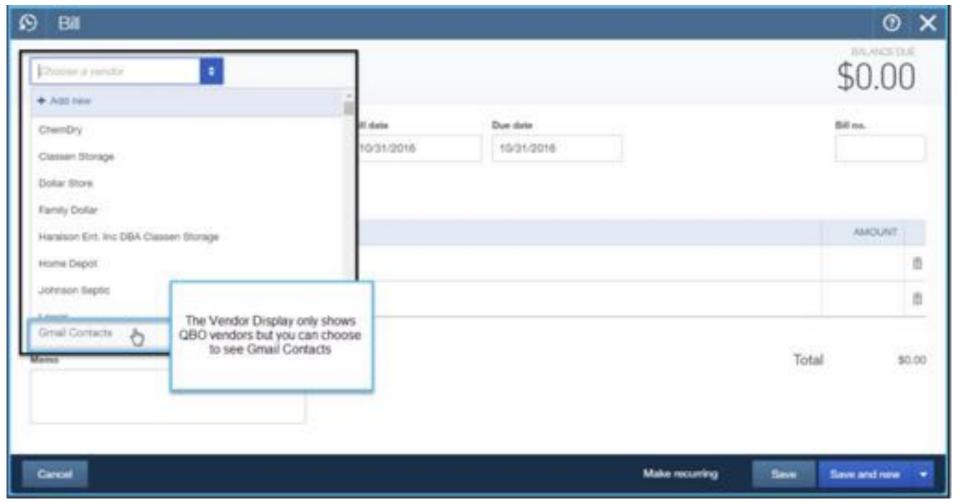


Allow QBO access to Gmail account

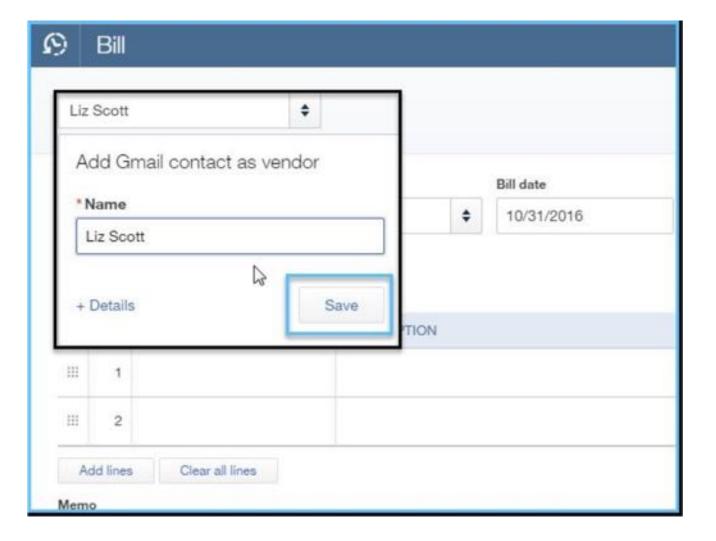




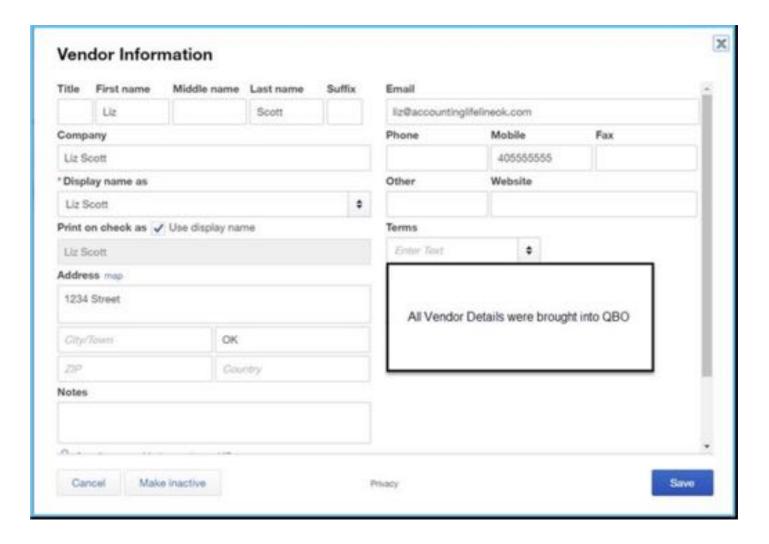
#QBConnect



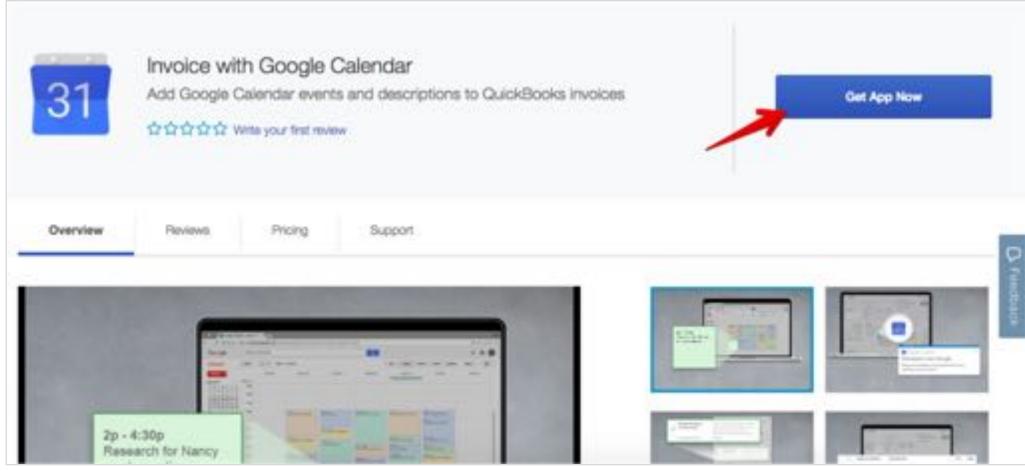






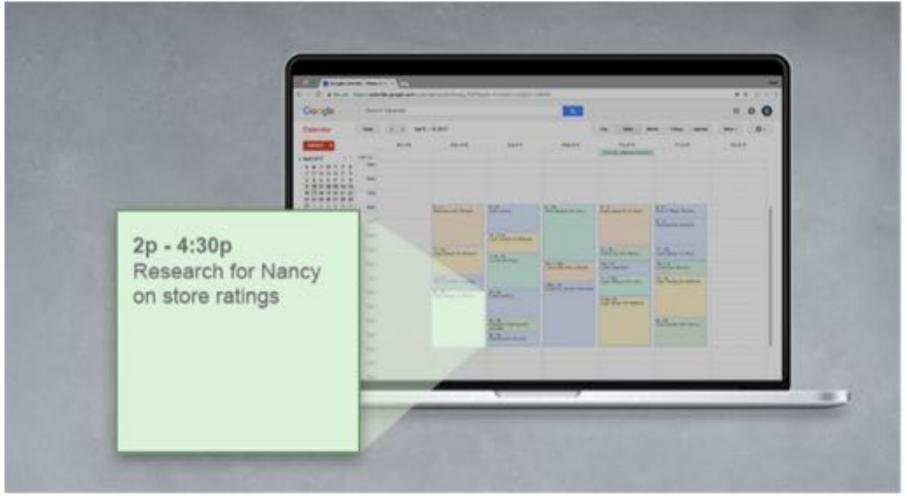






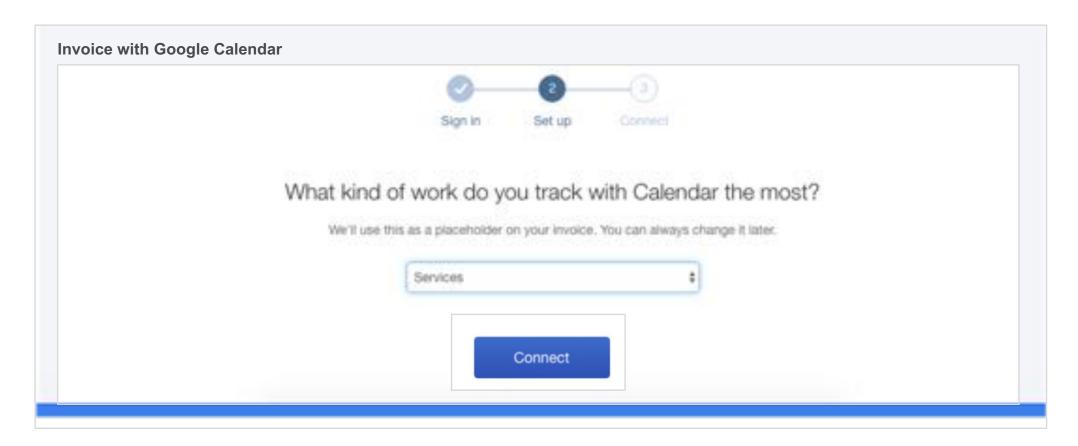


#QBConnect



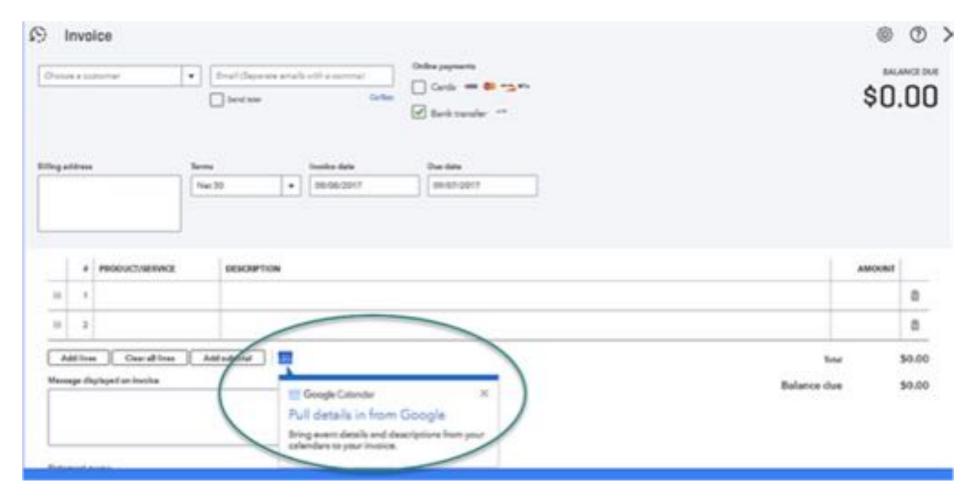


Invoice with the Google Calendar App



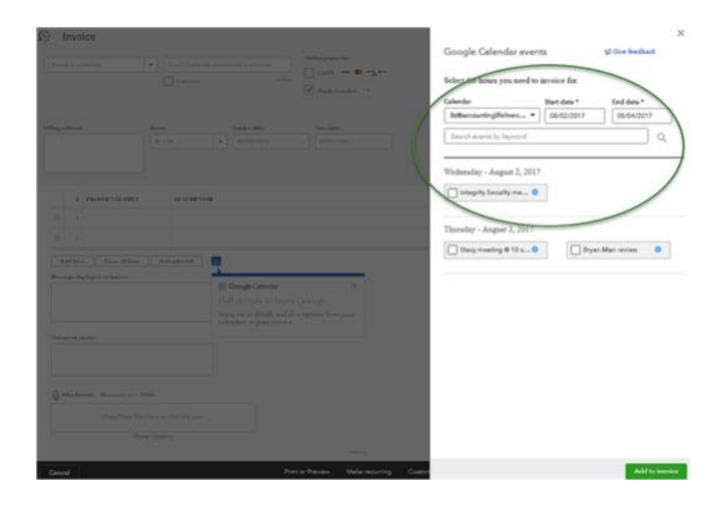


**#QBConnect** 

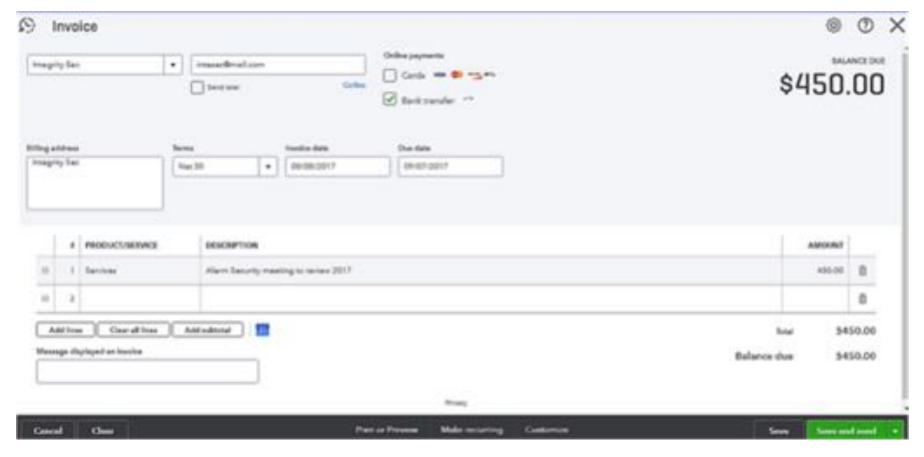




#QBConnect











Hank you.

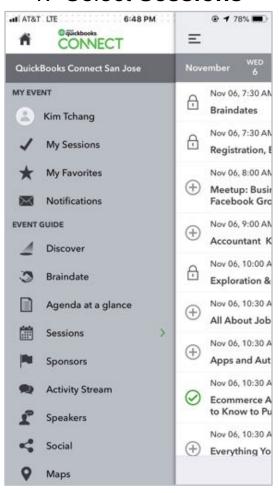
### Questions?

### Rate this Session on the QuickBooks Connect Mobile App

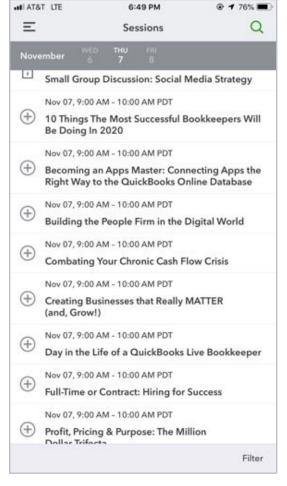
atl AT&T LTE

Provide feedback to help us design content for future events

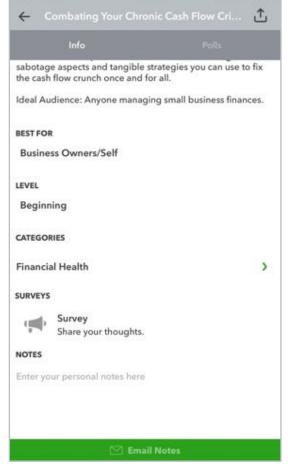
#### Select Sessions



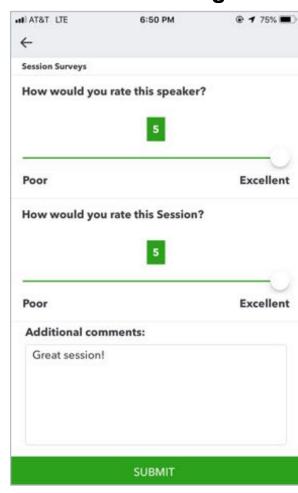
#### 2. Select **Session Title**



#### 3. Select Survey



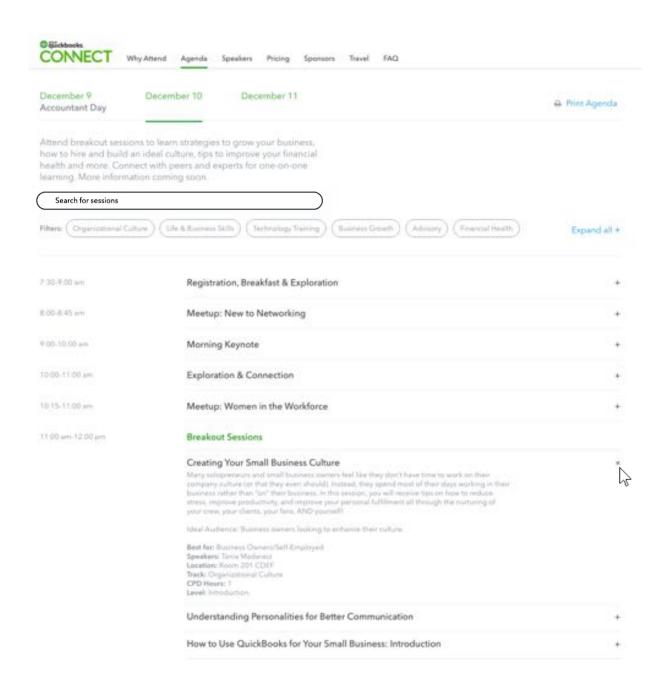
#### 3. Add **Ratings**



#### **Material Download**

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

https://can.quickbooksconnect.com/agenda/







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