

ACCU-DART Newsletter

September 2012

In This Issue

How to Sell ACCU-DART

Event Reporter: Sage Summit 2012

Enhance your Marketing Presence with ACCU-DART

Upcoming Events

How to Sell ACCU-DART - Part Three

In the third instalment of our article series on "How to Sell ACCU-DART", learn what information we recommend you gather from your prospects in order to better understand their unique needs. We have created an easy-to-use checklist that will help you collect most of the essential information needed to choose your prospect's modules, get an accurate idea of pricing, and schedule a customized demo.

[Click Here to download How to Sell ACCU-DART Part 3.](#)

We want to make it as easy as possible for our resellers to identify potential sales, introduce ACCU-DART to their prospects, and ultimately finalize the sale. If you have any questions or suggestions, please feel free to contact us at sales@accu-dart.com.

You can download [Part One](#) and [Part Two](#) of our series here.

Event Reporter: Sage Summit

Sage Summit was a great success, and we were proud to participate again this year. As always, ACCU-DART was well-received by everyone in attendance. It was wonderful to see so many of our resellers, as well as meet some new faces.



We were also very pleased by the great turnout of end-users. It was nice to see some Sage resellers take

advantage of the end-user days as a way to showcase ACCU-DART to their clients. By bringing your clients to Summit, they have the unique opportunity to meet some of the vendors and learn about other third party products that are available.

We look forward to seeing everyone again next year!

Upcoming Events

AccountMate Synergy

September 8-12, 2012

Las Vegas, NV

This year the AccountMate Synergy conference will be taking place in the exciting town of Las Vegas! The ACCU-DART team will be there to network with other resellers and gain valuable information about what's coming up with AccountMate



Enhance Your Marketing Presence with ACCU-DART

The ACCU-DART team is here to help!

As part of our extensive services to our resellers, any of our marketing pieces can be re-branded to include your company logo & contact information. This includes feature sheets, price lists, case studies, articles, white papers, and more!

Simply email Barbra at barb@accu-dart.com with your logo and contact information, and we will provide a free web-ready PDF for you to upload to your website, email your clients, and much more. Printed pieces are also available for an additional fee.

We can also work with you directly to create custom pieces including: invitations for web demos, articles, custom case studies, promotional postcards, and more.

[Contact us](#) for more information.