AutoPilotOffice: Office In A Box

(Procedure & Policy Manuals)

66 How To Go From Working 12 Hr Days To 4 Hr Days in 7 Days Or Less...Guaranteed

Now, you too can have access to these simple business systems and get results fast.



Table of Contents

BEFORE YOU BEGIN	ERROR! BOOKMARK NOT DEFINED.
TIME BLOCKING: ABOUT THE WORK FLOW	ERROR! BOOKMARK NOT DEFINED.
CRITICAL: INCOME GENERATION	ERROR! BOOKMARK NOT DEFINED.
8: 30 - Open Office 9:30 AM Prep Deposit Slips & Run Errands 10:45 AM - Take AM Break - Optional This should be 5 minutes or 15 minutes, but no more. 11:00 AM - Take AM Break - Optional 12:30 - 1:00 Lunch Work on ESSENTIAL ITEMS IN PM: MAINTENANCE & SUPPORT 1: 00 PM - Check Voicemails After Lunch 3:15 - 3:30 PM Take PM Break - Optional This should be 5 minutes or 15 minutes, but no more. 3: 30 - 4:30 PM Work 4: 30 PM - Check Voicemails Before Going Home	Error! Bookmark not defined.
CRITICAL: REVIEW & PLAN YOUR WORK 4:30 - 4: 45 PM Sync Up With Manager 4: 45 - 5: 15 Plan Your Work For The Next Day 5:10 - 5: 30 PM CLOSE OFFICE ORGANIZATIONAL CHART, ROLES & RESPONSIBILITIES	ERROR! BOOKMARK NOT DEFINED.
WHO ARE WE	
CORPORATE OFFICE Corporate Office: Business Units Corporate Office: Contact Information Corporate Office: Call Flow & Handling – For Administration Corporate Office: Call Flow & Handling – For Sales Support Corporate Office: Communication with Public Corporate Office: Communication via Email Mailing Address ABC COMPANY ABC Company: Business Units ABC Company: Contact Information ABC Company: Call Flow & Handling – For Acquisitions Supp ABC Company: Communication with Public ABC Company: Communication via Email Mailing Address	Error! Bookmark not defined.
WHO ARE OUR VENDORS	
PLAN YOUR WORK	ERROR! BOOKMARK NOT DEFINED. ERROR! BOOKMARK NOT DEFINED.
PROCESS TASKSFOLLOW UP ON TASKS	ERROR! BOOKMARK NOT DEFINED.
COMMUNICATIONS	ERROR! BOOKMARK NOT DEFINED.

COMPANY E MAY OF COLUMN STREET CAMPADATES CAMPAINS	Engart Books, pursuant property
COMPANY E-MAILS: CREATE STANDARDIZED SIGNATURE	
For Internal Correspondence	
For External Correspondence	
RECORD VOICEMAIL GREETINGSBE THE GATE KEEPER: ANSWER & SCREEN COMPANY CALLS	
See Script: Answer & Screen Company Calls	
See Script: Responses To FAQs	
RETRIEVE & DISTRIBUTE ALL VOICEMAILS	
RETRIEVE & DISTRIBUTE ALL FAXES	
SAVE FAXESRETRIEVE & DISTRIBUTE ALL MAIL & E-MAILS	
THE ACCESS PHONE SYSTEM PROGRAMMING	
Daytime Menus	
Prime Time Menus	
Evening Menus	
OVERRIDE PHONE SYSTEM:	
ROUTINE SYSTEM INTEGRATION TESTING	ERROR! BOOKMARK NOT DEFINED.
CHECK FOR SUCCESSFUL BACK UPS	ERROR! BOOKMARK NOT DEFINED.
Test Phone/Fax Lines & Websites	
MARKETING IMPLEMENTATION	
MARKETING MANAGEMENT CHECKLIST	
Before Mailing Postcards	ERROR! BOOKMARK NOT DEFINED.
To Process Fulfillment & Mail	
To Clean Excel File/CSV Before importing into Infusion	
Process Fulfillment List, Review CSV File & Mail	
To Run DeDup	
To Mail A Group That I just Imported	
Swiped Emails For Buyer's List To Clean An Email List	
BUILDING BUYER'S LIST - COMPILE PROSPECTIVE INVESTOR BUYER LIST.	
Pulling Emails From Various Emails Messages	
Cost of Mailing List	
L8	
L12	
L6 - Probates Daily Cost	
Breakdown:	•
L7B	
L4 1451 Names	•
L7A 3554 names	•
From Corner Stone	
Campaign Step Costs – Add To Infusion:	
DOWNLOAD & COMPILE NODS: L10	
Post Processing: Clean L10 - NOD File	Error! Bookmark not defined.
DOWNLOAD & COMPILE PROBATES: L6	
Deliverable	Error! Bookmark not defined.
Download The Probate Records: Probate Mailing List: L6	Error! Bookmark not defined.
Post Processing: Clean L6 - Probate File	
Procedure - Step By Step Instructions	
DATA ENTRY INSTRUCTIONS FOR PROBATE DAILY PREPARING FILE TO BE E	NTERED INTO INFUSIONERROR!
BOOKMARK NOT DEFINED.	
AUTHOR: GARY WRITTEN: 8-21-07	
COMPILE CONDEMNED LIST: L12	
How To Get This List: Condemnation List – County of Hillsbor	2
Converight © 2008- All Pights Posserved	

Contact Person & Phone #:	Freor! Rookmark not defined
Name of List or Agenda	
How To Obtain Agenda/List or Report	Error! Rookmark not defined
Website To Obtain Downloads	
Date To Request or Download List	
Location To Drive or Have A Courier go to get list	
Other Notes:	•
Compile Condemned List	
Condemnation List - Screen Shot	
COMPILE CODE VIOLATION LIST: L12A	
Post Processing: Clean Code Violations List	
Code Violations List - Screen Shot	
DOWNLOAD NOD MONTHLY TRENDS: L10	
How To Get Other Lists	
List Name: Code Violations – City of Tampa	
Contact Person & Phone #:	Frror! Rookmark not defined
Name of List or Agenda	
How To Obtain Agenda/List or Report	
Website To Obtain Downloads	
Date To Request or Download List	
Location To Drive or Have A Courier go to get list	
Other Notes:	
Code Board Hearings – Old City Hall Building	
List Name: Code Violations - County of Hillsborough	
Contact Person & Phone #:	Error! Bookmark not defined
Name of List or Agenda	•
How To Obtain Agenda/List or Report	
Website To Obtain Downloads	
Date To Request or Download List	
Location To Drive or Have A Courier go to get list	
Other Notes:	
List Name: Code Violations - City of Clearwater	
Contact Person & Phone #:	
Name of List or Agenda	
How To Obtain Agenda/List or Report	
Website To Obtain Downloads	
Date To Request or Download List	
Location To Drive or Have A Courier go to get list	
List Name: Code Violations - City of St. Petersburg	
Contact Person & Phone #:	
Name of List or Agenda	•
How To Obtain Agenda/List or Report	
Website To Obtain Downloads	
Date To Request or Download List	
Location To Drive or Have A Courier go to get list	
List Name: Code Violations – City of Plant City	
Contact Person & Phone #:	
Name of List or Agenda	
How To Obtain Agenda/List or Report	
Website To Obtain Downloads	
Date To Request or Download List	
Location To Drive or Have A Courier go to get list	
RANK NOD MONTHLY TRENDS: L10	
USPS: FULFILLMENT OF POSTCARDS - MAILINGS	
USPS: ADD NON-STANDARDS TO PROPER GROUP	
Copyright [©] 2008- All Rights Reserved	
Page IV of 17	Confidential

USPS: TIPS ON CLEANING NON-STANDARD ADDRESSES	EDDOD! ROOVMADY NOT DEFINED
YELLOW LETTERS MAILINGS: FULFILLMENT	
PROCESS RETURNED MAILINGS, MAIL BACKS & CALL BACKS	
Searching & Removing Duplicate Records: Tips	
Returned Mail: Mail Backs, Mailing List Removal, Vacants, Dece	easeu, Non-Stanuarus Error!
Bookmark not defined.	
Returned Mail: List 4	
Returned Mail: List 7	· · · · · · · · · · · · · · · · · · ·
Returned Mail: L12	•
Returned Mail: List 6	
REVIEW SKIP TRACING TECHNIQUES	
Merlin Data Steps	
Getting Unlisted Phone Numbers	<u> </u>
Getting Phone Numbers	
Link To America Search Tips	
Link to America Pro: Used To Get More Date of Birth's	
PERFORM SKIP TRACE PROCESS	ERROR! BOOKMARK NOT DEFINED.
RECRUITING & SCREENING JOB APPLICANTS	ERROR! BOOKMARK NOT DEFINED.
POST JOBS & RECRUIT SUPPORT TEAMS	ERROR! BOOKMARK NOT DEFINED
How the Prospects Heard About Us	
Promote the 24 Hour Job Line	
Promote the Job Bank Mailing List	
Referral A Friend Program	
Where Resumes should be Sent	
Maintain Resumes for Future	
List of Job Titles and Categories for Posting - Table	
Post a Job	
Craig's List	
BackPage.com	•
USF: Post Jobs	
USF: Post Jobs	
USF: Archive Inactive Jobs	
USF: Reactivate a Job	
USF: View a Job	•
USF: Insert Employer Job Form	
Pre-Screen Job Applicants	
Script: Screen Office Assistants	
Script: Screen Sign Installers	Error! Bookmark not defined
Script: Screen Short Sale Reps	
Script: Screen Vacant House Hunters	
Script: Screen Field Researchers	
Script: Screen Field Researchers - Convert To RE Apprentice	
Script: Screen Field Researchers - Leave a Message	•
RECRUIT AND TRAIN - FLYER AND SIGN INSTALLERS	
RECRUIT AND TRAIN - TETER AND SIGN INSTALLERS	
Assign NODs To Researchers 1 Week from Filing	
Assign NODs To Researchers 3 Weeks before Auction	
Create Training CD for Researchers	
RECRUIT AND TRAIN IN-HOUSE SUPPORT TEAM	
RECRUIT AND TRAIN IN-HOUSE SUPPORT TEAM	
Job Qualifications for Acquisitions Rep (\$2,000 - \$3,000 draw)	
RECRUIT AND TRAIN IN-HOUSE SALES REP	
ASSEMBLE NEW HIRE PACKS & DATA ENTRY	
Hire Independent Contractor	
Convright © 2008- All Rights Reserved	

ACQUISITIONS SUPPORT	ERROR! BOOKMARK NOT DEFINED.
PROCESS MANUAL ORDERS - INTERNET MARKETING	
Process Orders - OdorXit	
Procedures for OdorXit Clients	
Phone Orders	
Website Orders	
Process Credit CardPart 2 of order screen	· · · · · · · · · · · · · · · · · · ·
INFORMATION MARKETING	
ORDER FULFILLMENT	
Warehouse fulfillment:	
Fulfilling Manual Orders	
ADD A NEW PRODUCT TO SHOPPING CART	
CHECKING INFUSION EMAIL FOR ONLINE ORDERS	
RECEIVED FAXED IN ACCESS AND WHAT TO DO WITH THEM	
MANUAL ORDERS	
ATTACHING A DOCUMENT IN INFUSION	
30-60-90 PRODUCT (NEW) Manual orders for 30-60-90	
CLICK AND SHIP - USPS	
PACKAGING MATERIALS FOR PRODUCTS	
We Buy HousesFast Cash (Home Study Course)	Frear! Rookmark not defined
QuickDocs Pro CD	
QuickDocs Pro Trial CD	•
AutoPilot Office-Office in a Box	
ODORXIT	· · · · · · · · · · · · · · · · · · ·
30-60-90 List	
FAX THEM THE ORDER FORM AND THE CREDIT CARD AUTHORIZATIONLIFE C	•
BOOKMARK NOT DEFINED.	
LIFE CYCLE: FORBEARANCE BUSINESS	
LIFE CYCLE: REAL-ESTATE ACQUISITIONS	ERROR! BOOKMARK NOT DEFINED.
MAIL "THANK YOU" CARD TO SELLERS - 1 ST VISIT	
Call Seller - Follow-Up 7 Days	
Mail Seller - Follow-Up 30 Days	
Working Leads through Pipeline	
First check the Pipe Line For Dups - Click "NEW" & Delete Du	
Start Making Initial Calls To NEW Leads	
Pull Comps	
Keep Mailing On Existing Campaign – But Delete the lead:	
Add Lead To "Contacting"	
Remove from Mailing List:	
RESEARCH THE PROPERTY & GET MLS COMPS	
CALCULATE LTV	
GET MLS COMPS & INFO	
PULL COMPARABLES FOR PROPERTIES: APPRAISAL TOOL	
PULL COMPARABLES FOR PROPERTIES: TAX ASSESSED VALUE (TAV) PULL COMPARABLES FOR PROPERTIES: ZILLOW	
PULL COMPARABLES FOR PROPERTIES: BANK OF AMERICA	
Make Offers	
PREPARE DOCUMENTS & CONTRACTS: QUICKDOCSPRO.COM	
Tenant Buyer: Enter Custom Field Info	
Tenant Buyer: Required Docs & Print Order	
Wholesale: Enter Custom Field Info	
The state of the s	

Wholesale: Docs & Print Order	Emant Poolsmank not defined
Subject To: Enter Custom Field Info	
Subject To: Required Docs & Print Order	
Retail Buyer: Enter Custom Field Info	
Retail Buyer: Required Docs & Print Order	
Short Sales: Enter Custom Field Info & Select Print Order	•
Short Sales: Docs & Print Order	
Checklists: Short Sale Milestones	· · · · · · · · · · · · · · · · · · ·
Short Sale: Timeline	
Short Sale: Sample Offer Letter To Lender	
Forbearance: Enter Custom Field Info	
Forbearance: Required Docs & Print Order	Error! Bookmark not defined.
Forbearance: Fee Schedule	Error! Bookmark not defined.
Forbearance: Build a Pack	Error! Bookmark not defined.
MEET WITH SELLERS AND MAKE OFFERS	ERROR! BOOKMARK NOT DEFINED.
Assemble Prelim Docs Acquisitions Reps Meeting With Prospects	
GET PROPERTY UNDER CONTRACT	
TAKE PICTURES OF PROPERTY BEFORE REPAIRS	
RENAME PICTURES OF HOUSE	
START PROPERTY FILE: BUY SIDE (AFTER HOUSE UNDER CONTRACT)	
Create Yellow Hanging Folder	
Add Person's Contact Info To Database	
Create Property File Directory on Shared Drive	
ACQUISITIONS MANAGER TURNS THE FILE OVER TO THE SALES MANAGER	
Debriefing Occurs Between Acquisitions & Sales Managers	Error! Bookmark not defined.
SALES MANAGEMENT & SUPPORTERI	ROR! BOOKMARK NOT DEFINED.
UPLOAD PROPERTY INFO & PICTURES TO SELLING WEBSITE	
INET: Upload Handyman Specials To JunkerProperties.com	
RealFlow: Upload Pretty Homes To BuyPropertyDirect.com	
Local: Upload Handyman Specials To JunkerProperties.com	Error! Bookmark not defined.
START PROPERTY FILE: SALE SIDE	
Create Red Hanging Folder	
RENOVATE THE PROPERTY: SALE SIDE - RENOVATIONS	
See Checklist: Items To Do Before Closing Day	
See Checklist: Items To Do On Closing Day	Error! Bookmark not defined.
MARKET THE PROPERTY: SALE SIDE - MARKETING	ERROR! BOOKMARK NOT DEFINED.
IDENTIFY & SELECT INVESTOR BUYERS: SALE SIDE - CLOSING	ERROR! BOOKMARK NOT DEFINED.
Prepare Documents & Contracts: Investor Buyers	Error! Bookmark not defined.
IDENTIFY & SELECT RETAIL BUYERS: SALE SIDE - CLOSING	
Prepare Documents & Contracts: Retail Buyers	
Start a Property File	
IDENTIFY & SELECT TENANT BUYERS: SALE SIDE - LEASING	ERROR! BOOKMARK NOT DEFINED.
Prepare Documents & Contracts: Tenant Buyers	
Start a Property File	•
Create Blue Hanging Folder	
Create Green Box Bottom – Property Management	
Add Person's Contact Info To Database	
Create Property File Directory on Shared Drive	
SCHEDULE A CLOSING	
Checklist: Things To Do Prior To Closing – For Investor Buyer	
Checklist: Things To Do the Day of Closing – For Investor Buyer	
Checklist: Things To Do Prior To Closing	
Checklist: Things To Do the Day of Closing	
Checklist: Renovation Time Guideline and Details For Repairs	Error! Bookmark not defined.
Copyright © 2008- All Rights Reserved	Careful
Page VII of 17	Confidential

Checklist: Work Order - For Cleaning Checklist: Inform The Staff & Field About The New Property. Checklist: Verify Completion of Repairs, Cleaning & Applianc	Error! Bookmark not defined.
defined. Checklist: Walk Thru – For Repairs Before Final Payment To Checklist: Items To Bring To The Property Checklist: Set Up Kitchen Counter Top with Information Checklist: Start Pre-selling Activities Checklist: Go Live With The Property	Error! Bookmark not defined. Error! Bookmark not defined. Error! Bookmark not defined.
Checklist: Take Buyer Calls & Pre-Qualify	Error! Bookmark not defined. Error! Bookmark not defined. Error! Bookmark not defined.
Classified Ad Request Form: Given To Office Admin	Error! Bookmark not defined. Error! Bookmark not defined. Error! Bookmark not defined. Error! Bookmark not defined.
Tampa Tribune Billing Info	Error! Bookmark not defined. Error! Bookmark not defined. Error! Bookmark not defined. Error! Bookmark not defined.
See Checklist: Tasks To Complete AFTER The Closing See Checklist: Perform Weekly Sales Support Duties	Error! Bookmark not defined. Error! Bookmark not defined.
WEBSITES AND DATABASE MAINTENANCE	
DATABASE MAINTENANCE NET POST ACCOUNT PROFILE - SCREEN SHOT	ERROR! BOOKMARK NOT DEFINED. ERROR! BOOKMARK NOT DEFINED.
DATABASE MAINTENANCE NET POST ACCOUNT PROFILE – SCREEN SHOT PROPERTY MANAGEMENT COORDINATE SIGNING OF LEASE OPTION DOCUMENTS CALCULATE LEASE PAYMENTS Prorated Daily Rent Amount Annual Increases – 10% SUBMIT TENANT BUYER ACCOUNT SET UP FORM COLLECT RENTS. Courtesy Calls For Rent: See Appendix For Script POST 3 DAY NOTICE - START EVICTION PROCESS	ERROR! BOOKMARK NOT DEFINED.
DATABASE MAINTENANCE NET POST ACCOUNT PROFILE – SCREEN SHOT PROPERTY MANAGEMENT COORDINATE SIGNING OF LEASE OPTION DOCUMENTS CALCULATE LEASE PAYMENTS Prorated Daily Rent Amount Annual Increases – 10% SUBMIT TENANT BUYER ACCOUNT SET UP FORM COLLECT RENTS. Courtesy Calls For Rent: See Appendix For Script POST 3 DAY NOTICE - START EVICTION PROCESS COMPLETE DEACTIVATE ACCOUNT FORM FOR CPA & BOOKKEEPER COMPLETE ACCOUNT UPDATE FORM FOR CPA & BOOKKEEPER	ERROR! BOOKMARK NOT DEFINED.
DATABASE MAINTENANCE NET POST ACCOUNT PROFILE - SCREEN SHOT PROPERTY MANAGEMENT COORDINATE SIGNING OF LEASE OPTION DOCUMENTS CALCULATE LEASE PAYMENTS Prorated Daily Rent Amount Annual Increases - 10% SUBMIT TENANT BUYER ACCOUNT SET UP FORM COLLECT RENTS Courtesy Calls For Rent: See Appendix For Script POST 3 DAY NOTICE - START EVICTION PROCESS COMPLETE DEACTIVATE ACCOUNT FORM FOR CPA & BOOKKEEPER COMPLETE ACCOUNT UPDATE FORM FOR CPA & BOOKKEEPER ERRANDS, APPOINTMENTS AND TRAVEL MAKE TRAVEL ARRANGEMENTS MAKE DOCTOR APPOINTMENTS KINKO'S FOR COPIES	ERROR! BOOKMARK NOT DEFINED.
DATABASE MAINTENANCE NET POST ACCOUNT PROFILE – SCREEN SHOT PROPERTY MANAGEMENT COORDINATE SIGNING OF LEASE OPTION DOCUMENTS CALCULATE LEASE PAYMENTS Prorated Daily Rent Amount Annual Increases – 10% SUBMIT TENANT BUYER ACCOUNT SET UP FORM COLLECT RENTS Courtesy Calls For Rent: See Appendix For Script POST 3 DAY NOTICE – START EVICTION PROCESS COMPLETE DEACTIVATE ACCOUNT FORM FOR CPA & BOOKKEEPER COMPLETE ACCOUNT UPDATE FORM FOR CPA & BOOKKEEPER ERRANDS, APPOINTMENTS AND TRAVEL MAKE TRAVEL ARRANGEMENTS MAKE DOCTOR APPOINTMENTS	ERROR! BOOKMARK NOT DEFINED.
DATABASE MAINTENANCE NET POST ACCOUNT PROFILE – SCREEN SHOT	ERROR! BOOKMARK NOT DEFINED. ERROR! BOOKMARK NOT DEFINED.

File and Maintain Daily Receipts	
Recordkeeping	
Credit Card/ Debit Card	
Enter Deposits	
Pay Bills/Write Checks	
Enter Bills PREPARING FOR CPA AND BOOKKEEPER MONTHLY VISIT	
FILE PAPERS: FILING SYSTEM TIPS	
DESK TRAYS	
Deposits	
Shred	
Recycle	
Outgoing	
Recordkeeping, Chart of Accounts & Tax Preparation	
To File	
In Box	
ACTION NEEDED FOLDERS	
PERMANENT FOLDERS	
File Index	
Pay	
Deposits to be MadeDiscuss	
Data Entry Permanent Folders in USE	
SET UP YOUR FILING SYSTEM	
4 Drawer File Cabinet: Black	
ARCHIVE CLOSED TRANSACTIONS	
TRACK MILEAGE & EXPENSES	
MAKE BANK DEPOSITS	
MAKE TRIP TO POST OFFICE	
REFUNDS AND EXCHANGES	
Three Types of Refunds	6
Cash Refunds	
Credit Card/ Debit Card	
COMPLETE AND MAIL REBATES	
APPENDIX A: NEW HIRE TRAINING	ERROR! BOOKMARK NOT DEFINED.
TRAINING FOR NEW HIRES - REAL FLOW MODULES	EDDODI BOOVMADV NOT DEFINED
TRAINING FOR NEW TIRES - REAL FLOW PIODOLES	ERROR: BOOKMARK NOT DEFINED.
TRAINING FOR NEW HIRES – INFUSION MODULES	ERROR! BOOKMARK NOT DEFINED.
Infusion Routine Maintenance	Error! Bookmark not defined.
APPENDIX B: NEW HIRE QUICK REFERENCE TOOLS AND DEFINED.	TIPSERROR! BOOKMARK NOT
VOICE MAIL INSTRUCTIONS	Error! Bookmark not defined.
Checking VM from Outside the Office	
Checking VM from your Office	
Setup Your Voice Mailbox	Error! Bookmark not defined.
QUICK REFERENCE PHONE NUMBERS - TAPE ON WALL BY PHONE	Error! Bookmark not defined.
SEND FAXES	ERROR! BOOKMARK NOT DEFINED.
Make a Call Using Speed Dial Numbers	•
Make a Call from Desk Phone	
CHEAT SHEET USING FEATURES ON MULTI-LINE DESK PHONE	
Speakerphone	Error! Bookmark not defined.

Conference	Error! Bookmark not defined.
Program Speed Dial Numbers	Error! Bookmark not defined.
Transfer a Call	
Feature Setup	Error! Bookmark not defined.
CHEAT SHEET FAX INSTRUCTIONS - TAPE ON WALL ABOVE FAX	
FAX INSTRUCTIONS	Error! Bookmark not defined.
Having trouble sending or receiving a fax?	Error! Bookmark not defined.
APPENDIX C: DATABASE ENTRY STANDARDS	ERROR! BOOKMARK NOT DEFINED.
DATABASE ENTRY STANDARDS: MAILING LISTS	ERROR! BOOKMARK NOT DEFINED.
DATABASE ENTRY STANDARDS: BUSINESS CONTACTS	
Contacts Who Have Multiple People In SAME Office	
Approved Categories & Groups For Contacts	
DATABASE ENTRY TIPS	ERROR! BOOKMARK NOT DEFINED.
APPENDIX D: WORK ORDERS FOR DOC PREP IN QUICK DEFINED.	TDOCSPRO ™ ERROR! BOOKMARK NOT
COMPLETE SHORT SALE DOCS: FOR SELLER SIGNATURE	ERROR! BOOKMARK NOT DEFINED.
COMPLETE WHOLESALE DOCS: FOR SELLER SIGNATURE	
COMPLETE SUBJECT TO DOCS: FOR SELLER SIGNATURE	
COMPLETE RENT-TO-OWN DOCS: FOR TENANT BUYERS	
COMPLETE CASH OUT DOCS: FOR OWNER OCCUPANT	
COMPLETE CASH OUT DOCS: FOR INVESTOR BUYER	ERROR! BOOKMARK NOT DEFINED.
APPENDIX E: SCRIPTS	ERROR! BOOKMARK NOT DEFINED.
APPENDIX F: CHECKLISTS	ERROR! BOOKMARK NOT DEFINED.
APPENDIX G: CREATE YOUR MARKETING PLAN	ERROR! BOOKMARK NOT DEFINED.
APPENDIX H: PHONE GREETINGS FOR YOUR BUSINESS DEFINED.	S LINE ERROR! BOOKMARK NOT
APPENDIX J: HOW TO USE A VIRTUAL ASSISTANT	ERROR! BOOKMARK NOT DEFINED.
APPENDIX K: BUSINESS OWNER'S MANUAL - PRIVATE	ERROR! BOOKMARK NOT DEFINED.

ACCOUNTING & RECORDKEEPING

Distribute Mail

- 1. Get the mail from the mailbox. Distribute it to the appropriate Manager. As the Admin becomes familiar with the mail more action can be taken. The Manger will train on this as it occurs.
- 2. When in doubt about how to distribute the mail, place it in the Marketing Manager's inbox.
- 3. Mail should not be opened unless instructed by a Manager.

Track Petty Cash

- 1. Go to the ATM and withdraw cash. Place cash in Petty Cash envelope.
- 2. As you use the cash, write "Petty Cash" on back of receipt and place receipts back in same envelope.
- 3. Bookkeeper will enter all transactions and reconcile this account.
- 4. There is no need to create the ledger sheet. Bookkeeper will use the receipts.

Document Expense Reimbursements

- 1. These should be put in the accordion for the month in which they occurred.
- 2. Bookkeeper will need to make a special entry in QuickBooks for these transactions.

File and Maintain Daily Receipts

- 1. Print receipts from purchases online and place them in Admin's Inbox. There should be two (2) manila folders used to hold bills from vendors and one matching small white envelope to hold any small loose receipts from various purchase.
 - A. One manila for the each bank account
 - B. One small white envelope to hold any small receipts for this account associated with that bank account
 - C. One manila for each credit card statement
 - D. One small white envelop to hold any small receipts for this credit card account
- 2. Receipts from regular day-to-day purchases are placed in the Admin's Inbox.
- 3. All of these items should be filed on in Paper Tiger in the appropriate month for that specific bank account and that specific month. The blue plastic accordion should be titled Record Keeping (keywords include bookkeeper, receipts, statements, invoices, bills, deposits, ATM receipts, teller receipts, bookkeeper pack).
- 4. Each company should have its own accordion.

Recordkeeping

- 1. Refunds and Exchanges
- 2. Refunds: 3 Types
- 3. Money (cash, credit card, debit card)
- 4. All refunds will process in a timely manner.
- 5. Cash Refunds
- 6. Fill out Refunds / Exchange form completely
- 7. Return merchandise
- 8. Provide receipts of the transaction to Office Manager

Credit Card/ Debit Card

- 1. Fill out Refunds / Exchange form completely
- 2. Return merchandise
- 3. Provide receipts of the transaction to Office Manager
- 4. Schedule follow up to verify the statements support the transaction at months end.
- 5. Schedule follow up for items that **do not** show up on statement until the issue can be closed.

Enter Deposits

- 1. In QuickBooks
- 2. Deposits will be made on an As Required Basis, usually everyday.
- 3. Copy back and front of monetary instruments
- 4. Fill out bank deposit slip
- 5. Carry make the deposit at the bank
- 6. Return deposit slip to office
- 7. Attach the bank deposit slip to the check copies and file.

Pay Bills/Write Checks

- 1. Bills will be paid at the beginning of the month unless otherwise specified.
- 2. Open QuickBooks
- 3. Close the Learning screen and QuickBooks will be the screen behind it.
- 4. Under the Navigator Menu
- 5. Select Vendor

- 6. On the map to the right, select Pay Bills or Write Checks depending on what you need to do at the time label
- 7. Fill in the check with information
- 8. Memo Section: Enter Account number in this field
- 9. Tab down to the stub
- 10. Fill in as many of the fields as possible
- 11. Be sure to enter the Class.

Enter Bills

- 1. Bills will be entered as often as needed. Unless otherwise specified.
- 2. Open QuickBooks
- 3. Close the Learning screen and QuickBooks will be the screen behind it.
- 4. Under the Navigator Menu On the map to the right, select Enter Bills label
- 5. Select Vendor Fill in the check with information Fill in the check with information
- 6. Memo Section: Enter Account number in this field Tab down to the stub
- 7. Memo Section Enter Account number in this field
- 8. Tab down to the stub and fill in as many of the fields as possible
- 9. Be sure to enter the Class.

Preparing for CPA and Bookkeeper Monthly Visit

- 1. This should be done on the last day of the month in preparation for the bookkeeper's visit the first week of the following month.
- 2. Ensure all statements, receipts, etc... are filed weekly into the appropriate folders from the record keeping basket to avoid having to do a mass filing at the end of the month. **Note:** To help with the filing process, a list of credit/bank card numbers for each employee is in the Bookkeeping Matrix 1 hanging file.
- 3. Bookkeeping files are FPM and Matrix. Each business has twelve (12) hanging folders {one for each month of the year} with two (2) nested manila folders inside. One (1) folder for credit transactions and one (1) folder for checking/cash transactions. SunTrust has twelve (12) folders manila folders inside its hanging file due to it not being a high volume business at this time.
 - Checking folder will contain bank statements for all accounts. Also in the file, is an envelope for small items such as receipts to keep them from getting lost.
 - Credit folder will contain bank statements for lines of credit, credit card statements, etc.
 Also in the file, is an envelope for small items such as receipts to keep them from getting lost.

File Papers: Filing System Tips

- 1. Read through all of the daily Paper Tiger Tips that are displayed when you first open the program. They have helpful information.
- 2. When filing, do not have more than one hanging file folder out at once.

 This will limit the chance of accidentally dropping an entire file(s) and scattered papers that would need to be re-filed.
- 3. The appearance of the files must remain neat. Therefore, always take papers out of the hanging folder and tap on the sides and bottom to straighten the papers.
- 4. Use 5-cut hanging file folders. There should be five (5) tabs spaced evenly apart so that you can look at all of the file numbers when you look into the cabinet.
- 5. The tab is placed on the interior backside of the folder NOT the front.
- 6. Any pouches or pockets in the file folders should appear on the inside of the hanging file folders.
- 7. Make sure numbers are in sequential order.
- 8. Each location needs to have five (5) empty folders at all times so that we can quickly insert new files.
- 9. If you are going to use nested manila folders, make sure you use a different cut size so that is does not block the file number on the outside folder.
- 10. Using a pencil, as papers are being filed, lightly mark the location number on the bottom left corner of the paper. Example, CODES: "R" Reference Folder, "I" Invoice, "AR"-Archive.
- 11. To avoid filing papers in the wrong folder, ALWAYS look in each folder to see if there are other similar papers with the same account number or account name. Statements should be in date order with the most recent at the top.
- 12. Lift the folder up, but do not take it completely out of the file, then insert the papers into the folder. After you have inserted the paper, drop the folder back in place.
- 13. If a file is too large, transfer materials to a box bottom folder and create nested folders to file "like" or "similar" information together.

Desk Trays

Deposits

This is for any money received in the mail or given to you that you would need to deposit at the bank. If for some reason you can not make the deposit on the same day, then put it in your permanent folder titled Deposits to Be Made then lock your drawers. Make the deposit the next business day.

Shred

Please shred all documents in this bin each day. In fact, shred all documents with any personal info and SSN's.

Recycle

Outgoing

For mail that needs to be mailed or faxes that need to be faxed.

Confidential

Recordkeeping, Chart of Accounts & Tax Preparation

- 1. Documents that need to be filed in the Bookkeeper folders in date order with the most recent on the top. This will also include things like receipts from purchases, receipts that teller gives after you make deposits, ATM slips, money, transactions that need to be entered into QuickBooks or just filed. The bookkeeper will do most of the entry for now. All you would have to enter would be the Tenant rents or other money received...since you make the deposits.
- 2. Bank statements in front of file (Matrix bank statement, PayPal statement and Advanta statement). Use the closing date as the date for filing.

To File

Things that need to be re-filed in one of the supply towers, shelves or filing cabinet

In Box

Projects that you need to FAT (File, Act on or Toss), incoming mail that you need to open and process

Action Needed Folders

Admin uses these for projects according to Paper Tiger.

Permanent Folders

File Index

Please print the browser for "Office Action" and put it in this folder. I also put a manila folder in here with your time sheet, blank ones and your mileage. Each Friday, please complete the time sheet; calculate your hours and mileage. On Thursdays when the bills are paid, you can write a check to yourself for the mileage.

Pay

As bills come in the mail and you open them, just drop them in this folder. Thursday is the day you will actually write out checks for one of the managers to sign.

Deposits to be Made

If for some reason, you were not able to go to the bank, then each day before you leave, just place the items in this folder out of plain site and lock your drawers. Make the deposit the next business day. If it is a personal check from someone, then tell one of the managers right away. We will RUN this to the bank ourselves (smile).

Discuss

Data Entry

Permanent Folders in USE

Pay
Calendar Entry
Call
Call
Calls Expected

List of bills to pay, Chart of Accounts
Not is use at this time (2-1-06)
Not is use at this time (2-1-06)
Not is use at this time (2-1-06)

Data Entry Holds contact information that should be entered or updated in ACT Discuss Holds items that you were not able to resolve without more assistance

Errands Not is use at this time (2-1-06)
Write Not is use at this time (2-1-06)
Read Not is use at this time (2-1-06)

Deposit To Be Made Holds deposits that need to be done on the next business day

Set Up Your Filing System

4 Drawer File Cabinet: Black

- Drawer 1 Reference
- Drawer 2 Reference
- Drawer 3 ½ will hold Reference
- ▶ Drawer 3 ½ of this will hold Files
- Drawer 4 Holds Bookkeeping record, company checks

Archive Closed Transactions

Purpose: To remove inactive files from circulation.

Track Mileage & Expenses

- 1. Log Miles on all cars on the first day of the year.
- 2. On the last day of the year, log the mileage.
- 3. Calculate the difference and submit this to the CPA.

Make Bank Deposits

- 1. Prepare items before leaving for lunch.
- 2. These should be deposited after lunch time.

Make Trip to Post Office

- 1. Prepare items before leaving for lunch.
- 3. These should be deposited after lunch time.

Refunds and Exchanges

Three Types of Refunds

- 1. Money (cash, credit card, debit card).
- 2. All refunds will process in a timely manner.

Cash Refunds

- 1. Fill out Refunds / Exchange form completely
- 2. Return merchandise
- 3. Provide receipts of the transaction to Admin and note in which specific account the money should be deposited.

Credit Card/ Debit Card

- 1. Fill out Refunds / Exchange form completely.
- 2. Return merchandise
- 3. Provide receipts of the transaction to Admin and note in which specific account the money should be deposited.
- 4. In ACT, schedule a follow up task to verify the statements support the transaction at months end.

- 5. In ACT, schedule a follow up task for items that do not show up on statement until the issue can be closed.
- 6. Review the credit card for the credit or look for the check in the mail.

Complete and Mail Rebates

- 1. Complete rebate documentation and mail.
- 2. In ACT, schedule the approximate arrival date for the rebate/refund check.