LEADERS HOLDING CO.™
Est. 1971

NetSuite Terminology

NetSuite	What?
Guest	A person or group who visits your showroom. You gather minimal information about them and make a record of their visit and general interests.
Opportunity	A person or persons that have more than just a general interest. They have started to hone in on particular items.
Quote	Pricing for a specific person or persons for specific items and services
Sales Order	An official record of an item or list of items for a specific customer and their price.
Take a Payment	Taking a deposit or additional funds towards an invoice on an account
Invoice / Bill	An invoice is a document describing specific goods and requesting compensation from a customer for the goods.
Partial Fulfill	Delivering what is available for an invoice
Commited	Available stock dedicated to satisfy the requested quantity of an item on a sales order.
Fulfill	Finalizing a transaction by giving the customer goods in exchange for compensation in the form of a return, credit, or monies.
RA (Return Authorization)	Issued for: Equal/Unequal exchanges, Store credit or a Refund,
System Information	A chronological order of actions taken on a record. This creates a trail of accountability and can help identify training needs.