

Thursday – February 20, 2020

The following exciting new features are available as of Thursday – February 20.

However, you may not notice them immediately, because we are starting off by turning them on for just a few beta customers. Then we will turn them on for everyone. If you are interested in being a beta customer for any of these features, please let us know?

Email: [support@doorcounts.com](mailto:support@doorcounts.com)

Phone: 1-833-503-9934

## ● **PODIUM**

- If you are a Podium customer, the Podium review request process can be integrated within DoorCounts
- Click on an icon in the upboard page to send a review request.
- Color coded icons will indicate the status of the requests.
- Status and review statistics will be available within CRM, Search Results, Action Calendar, Comments Report, Prospect History, etc.

## ● **CRM**

- Combined Upboard & Scheduled Actions
  - Salespeople will be able to easily and very quickly track, follow up and update the status of their prospective customers.
  - They will be able to instantly switch back-and-forth between Upboard and Scheduled Actions.
- Scheduled Action Status Report
  - This interactive report provides metrics about the status and results of customer follow-up actions (such as in-store & in-home appoints, special events, phone calling, etc.)
  - The report can be customized and subscribed to.

## ● **NEGATIVE SALES** (Adjustments, Credits, Returns)

- Now we can handle negative sales transactions. (Even zero amount transactions).
- Enter new negative transactions or match up to prior sales for adjustments, credits, and returns.
- Reports and charts include the negative information.
- Sales Statistics reports specifically define these amounts.

## ● **CUSTOM FIELDS**

- Custom fields can be defined for Sale, Potential Sale, and No Sale entries.
- Custom Fields can be reported in the interactive Sales Statistics Reports by location and by employee.