Kristi Smith Consulting

Creating business solutions that make sense

Make Good Use of Your Summer Down Time

Summer is finally here! And while summertime is lovely for all things outdoors and vacation related, it can also be a slower time for business. Completing projects that help improve how your business runs is a great way to make productive use of any summer slow down.
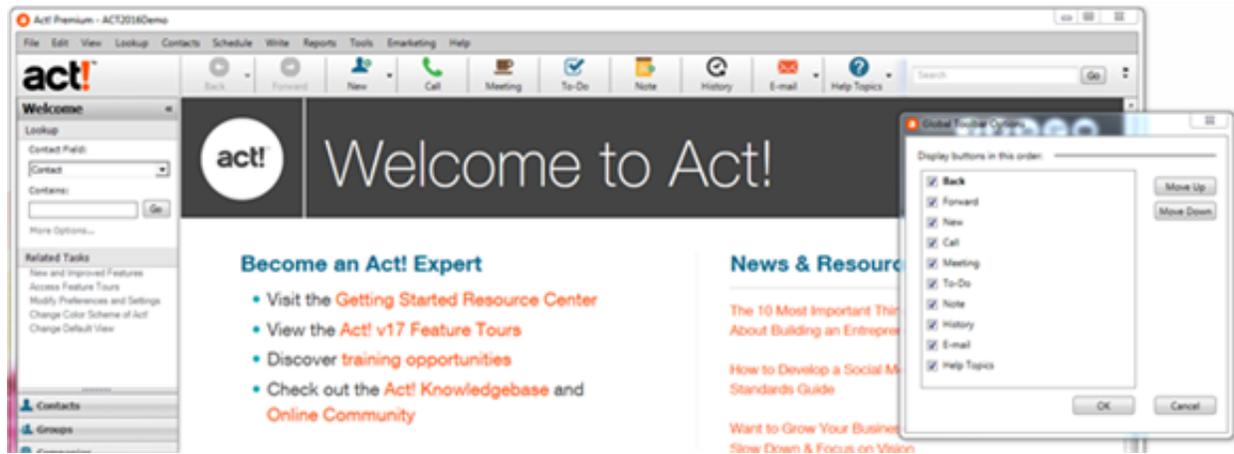
Organizing your database to track client anniversaries is a small but effective project for Act! users. Why do this? Sending anniversary cards is a nice way to say, "I recognize how long you have been using our services and I appreciate your business." In fact, that's almost exactly what you can say in your anniversary cards.

So how do you use your Act! database to track client anniversaries? **READ MORE**

KSC Welcomes New Clients

We're pleased to announce that on July 1, 2015 **Kristi Smith Consulting acquired the Act! portion of Minneapolis based Interlinx Associates' CRM sales and consulting business**. Although many of our clients are located in Illinois, we serve clients throughout the United States and are excited to expand our business in the Minnesota area. We look forward to meeting our new clients and providing them with the same high quality Act! consulting services that our current clients receive. **READ MORE**

Act! Update Available

An update to Act! v17 was released on July 1, 2015. **Key Highlights of Act! v17.2:**

•**Act! emarketing improvements** include a refreshed dashboard in Act! to help guide you on what to do next, improved template organization for more efficient email campaign sending, and additional reporting tools to help you have more visibility into your email success. Plus, check out the all-new, redesigned template editor!

•**Do more, faster** with new global scheduling preferences, enhanced keyword filtering for Notes and Activities, and easily-accessible find/replace commands for Lookup fields.
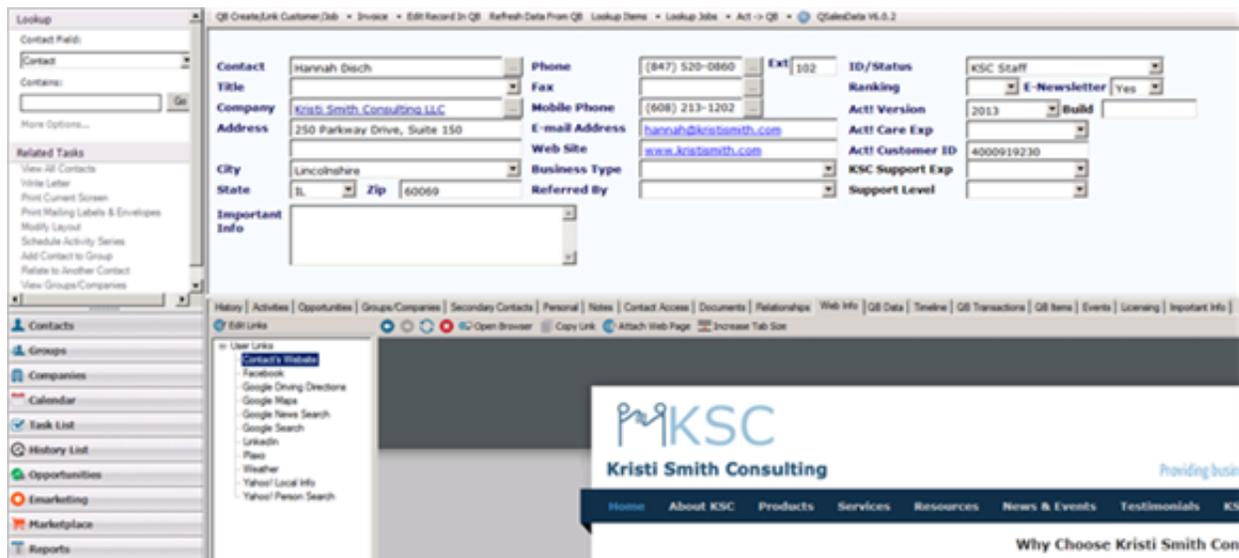
•**Stay compatible** with the latest enhancements to popular business tools like Google Chrome™.

•**Make Act! work for you** with a more personalized experience including Act! notifications, customizable big buttons, and default History options — now available for Windows® and Web!

Learn more about what's new for Act! v17.2.

We highly encourage all clients who have Act! v17 to discuss installation with us prior to downloading the update. **Contact Us**

Act! Feature of the Month: Web Info Tab

Before you make a client call or head to a prospect meeting, are you doing your research? Communication flows more smoothly when you have conversation starters you can use. **Act!'s**

Web Info tab is a valuable tool for quickly and easily learning the latest information about your contacts before you call or meet with them. The Web Info tab an internal browser that allows you to display web pages specific to a contact or company so that you can:

 • Find and connect with anyone in your database on their favorite **social media sites** - LinkedIn, Facebook, Twitter, etc.

• Locate your contacts and access driving directions using **Google Maps** and **Google Driving Directions**

• Visit your contacts' **websites**

• Look at the **weather** in your contacts' areas

• Research your contacts' **company financials**

• And more **All without leaving your Act! database! READ MORE**

Current Promotions

There are often advertised and un-advertised specials on Act! Software, Support and Maintenance. Please contact us if you're interested in purchasing or upgrading. We're always glad to give you the best price available.

Reminder

If your company plans on purchasing a new server or new computers, please let us know prior to doing so. We will need to verify the system requirements to ensure Act! compatibility.