

## Account Manager Snow Training Outline

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1. [Preperation](#) – Kevin Kehoe discusses the importance of preparation.
2. [Snow Logic Demo](#) – General overview of how Aspire works for Snow.
3. [Estimating Set Up 101](#) – General Estimating Set Up (services/items/templates/takeoffs)
4. [T&M Estimating 101](#) – General Estimating Set Up for T&M (Service Set Up, Item Set Up, Templates)
5. [Estimating Optional Services/Overages](#) – How to set up optional services/as needed services and how to use those for seasonal overages.
6. [Fixed Payment/Seasonal Estimating](#) – How to set up seasonal snow templates
7. [Per Service/Range Billing Estimating](#) – How to set up range billing/per service estimates
8. [T&M Estimating/Crew Mobile](#) – How to estimate T&M, and how that translates to crew mobile in the field
9. [Sub Auto Expense Setup](#) – Understanding and proper set up of Sub Auto Expenses
10. [Schedule an Event](#) – How to use the schedule an event feature to quickly schedule for storms
11. [Work Ticket Management 101](#) – How to manage tickets post storm for all invoice types
12. [Work Ticket Management Tips/Tricks](#) – Best practices for work ticket management
13. [Snow Production Reporting](#) – Reviewing various reports starting with preseason, through an event, and event review.
14. [Log an Event \(Invoicing/Reporting\)](#) – How to use log an event to improve snow reporting and communication on invoices
15. [Snow Financial Planning](#) – Creating budgets and forecasting revenue for the winter season
16. [Snow Financial Reporting](#) – Reviewing various reports to help review storms/division
17. [Ask The Experts](#) – Marty Grunder hosts a panel of snow companies to discuss a variety of snow topics and how they are utilizing aspire in practice.