

Sales Manager - Snow Training Outline

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. [Sub Auto Expense Setup](#) – Understanding and proper set up of Sub Auto Expenses
9. [Snow Production Reporting](#) – Reviewing various reports starting with preseason, through an event, and event review.
10. [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.