View Technology As Full-Time Employees

About Me

Australian Accounting Awards:
Thought leader of the year (2017)

Finalist: Fintech Business Awards 2018
- Thought leader of the year
- Accounting innovator of the year

Finalist: Young Leaders In Finance 2018
- Thought leader of the year

Finalist: Australian Accounting Awards 2016
- Thought leader of the year

Specialist in accounting technology, payments infrastructure, ecommerce and startups.

PRACTICE **Ignition**

Create a proposal in 5 minutes

Pull in your services and pricing from your library in a couple of clicks, automatically include your terms of service, and set your payment terms (fixed fee, recurring, pro-rata payments, anything).

And because payment processing is built in, you can require bank or credit card details before your client can sign and never chase a payment again.

> After a call, **it takes me all of 5 minutes to send my proposal.** I just look at my notes, pull in the right pieces from my library, make a few tweaks and hit send. They get an email and I'm done — Practice Ignition does the rest. I love how quickly and easily I can create an intricate proposal.

Rebecca Berneck
CEO, Officeheads

PRACTICE Ignition

Alfa Professional Services

30 November 2018 - 1 October 2019

1 Summary

Monthly Recurring	2 x $150.00
› Professional Services	$150.00
On Acceptance	$420.00
› Payroll	$420.00

2 Payment Details*

○ Bank account ···· 5023
Tom Maxwell

○ Mastercard ···· 7514 05/20
Tom Maxwell

3 Review, Sign and Accept

it is understood that any unpaid services that are outstanding at the date of termination are to be paid in full within 10 days from the date of termination.

Client Acceptance

To accept this agreed fee and the terms and conditions herein including the completion agreement to prepare the Professional Services, please sign or

View PDF

T. Maxwell

Accept Proposal

Agenda

- Just How Productive Are We?
- Why We Need To Embrace Technology?
- How much time are we actually saving?
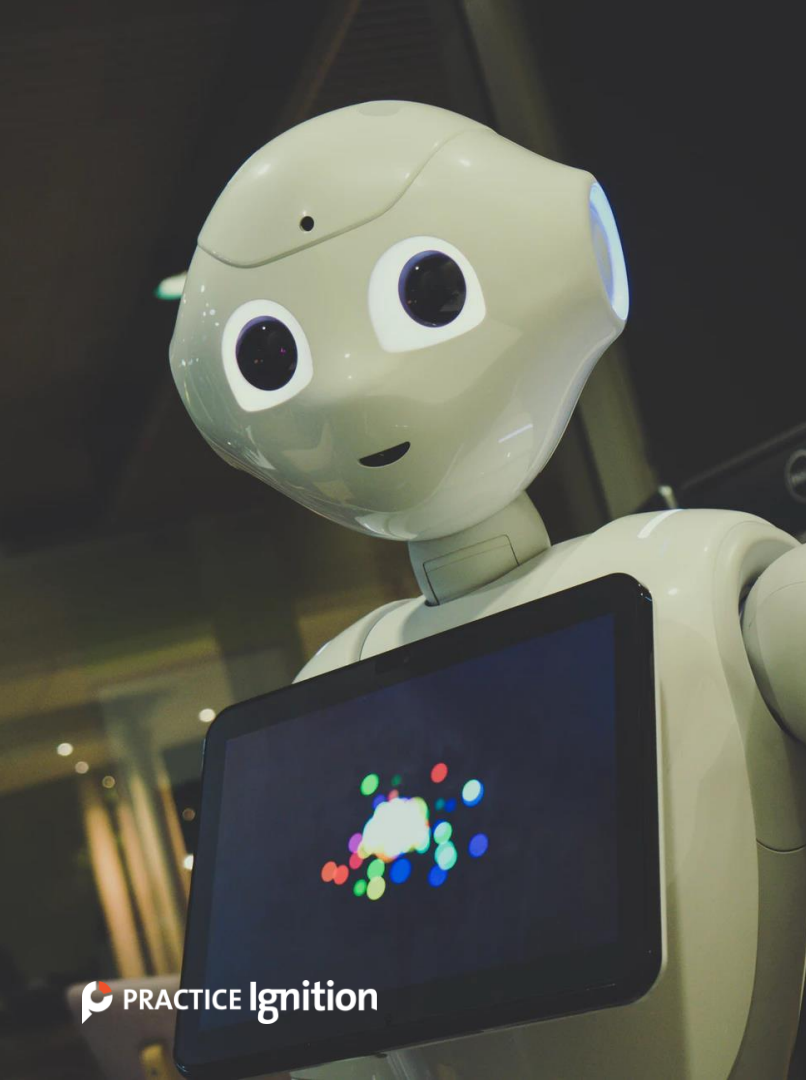- Why you need to start today

PRACTICE Ignition

@Trent_mclaren

1.Reading news websites--1 hour, 5 minutes

2.Checking social media--44 minutes

3.Discussing non-work-related things with co-workers--40 minutes

4.Searching for new jobs--26 minutes

5.Taking smoke breaks--23 minutes

6.Making calls to partners or friends--18 minutes

7.Making hot drinks--17 minutes

8.Texting or instant messaging--14 minutes

9.Eating snacks --8 minutes

10.Making food in office--7 minutes

@Trent_mclaren

This research suggests that if you're productive for just **three hours a day**, you're outputting the same amount as someone in the **office for eight hours.**
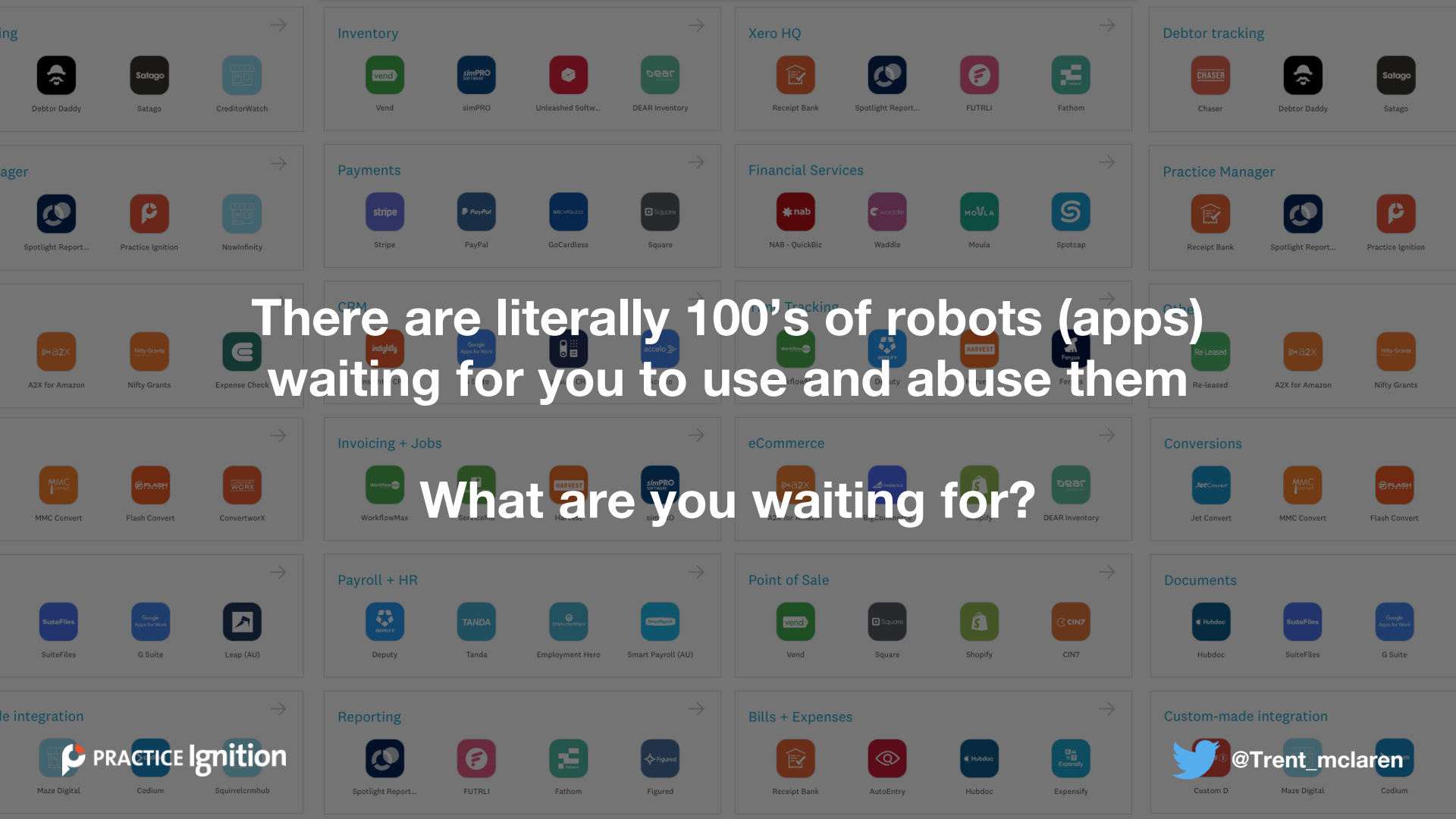
(3 hours x 5 days = **15 hours** per week)
So what does that tell us?

- Doesn't take sick leave
- Doesn't go on vacation
- Doesn't get distracted
- Doesn't complain
- Doesn't make mistakes
- Is happy to be paid **60c per hour**
- Doesn't ask for a pay rise… (often)
- Continuously improving skills
- Always up to date
- Works 24/7/365
- Consistent
- Reliable
- Honest

PRACTICE **Ignition**

@Trent_mclaren

There are literally 100's of robots (apps) waiting for you to use and abuse them

What are you waiting for?

@Trent_mclaren

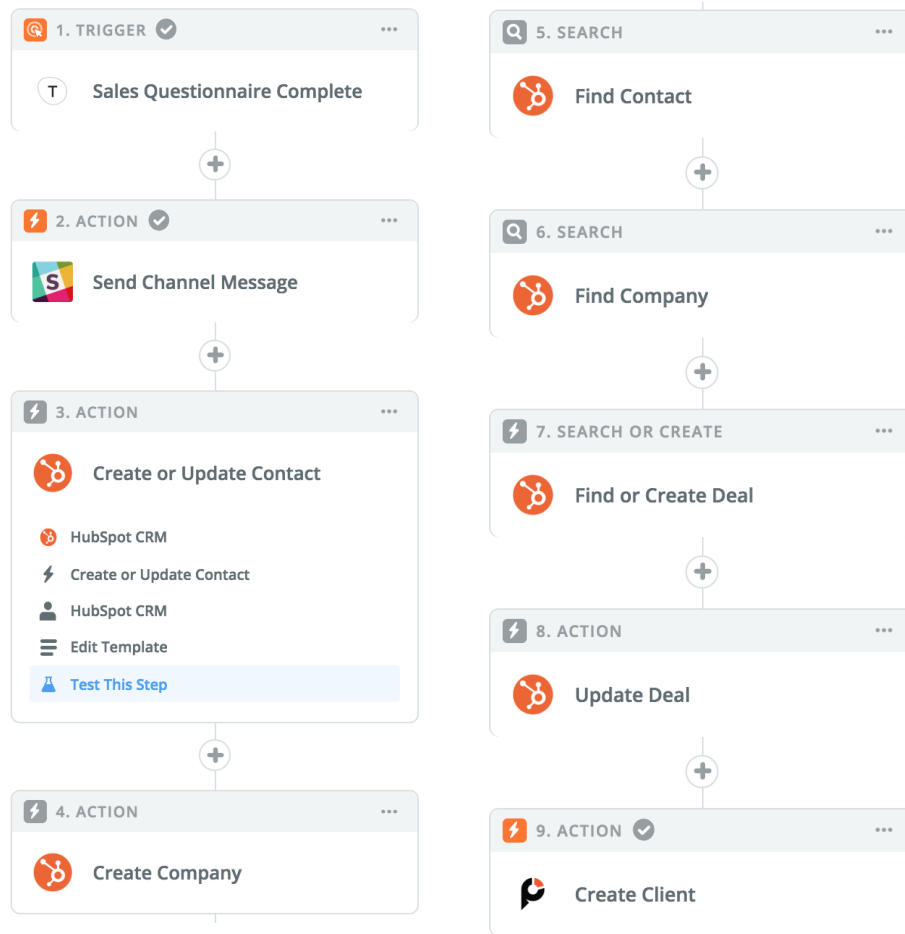Let's have a look at

zapier

You'll save **one minute** per zap

But what's a **Zap?**

DIY **Automation**

You can integrate *all* of your apps to talk to one another!

1. TRIGGER ✓ ···
T Sales Questionnaire Complete

2. ACTION ✓ ···
Send Channel Message

3. ACTION ···
Create or Update Contact
HubSpot CRM
⚡ Create or Update Contact
👤 HubSpot CRM
☰ Edit Template
🧪 Test This Step

4. ACTION ···
Create Company

5. SEARCH ···
Find Contact

6. SEARCH ···
Find Company

7. SEARCH OR CREATE ···
Find or Create Deal

8. ACTION ···
Update Deal

9. ACTION ✓ ···
Create Client

@Trent_mclaren

🔍 Search 1,000+ Apps

Google Sheets   Gmail   Slack   Twitter   MailChimp

PREMIUM

Google Calendar   Trello   Facebook Lead Ads   Facebook Pages   Typeform

Google Drive   ActiveCampaign   Google Contacts   Asana   HubSpot

Instagram   Google Forms   Airtable   Pipedrive   ClickFunnels

PREMIUM

Gravity Forms   Dropbox   HubSpot CRM   Todoist   Salesforce

Sort Apps By

Most Popular
Alphabetical
Recently Added

Filter By Category

Top 100
Premium **PREMIUM**
Upcoming **UPCOMING**
Accounting
Ads & Analytics
Amazon Web Services (AWS)
App Builder
Bookmarks
Calendar
Call Tracking
Contacts
Customer Appreciation
Customer Relationship Management (CRM)
Customer Support
Dashboards

Filter By Category

Top 100
Premium **PREMIUM**
Upcoming **UPCOMING**
Accounting
Ads & Analytics
Amazon Web Services (AWS)
App Builder
Bookmarks
Calendar
Call Tracking
Contacts
Customer Appreciation
Customer Relationship Management (CRM)
Customer Support
Dashboards
Databases
Developer Tools
Devices
Documents
Drip Emails
Ecommerce
Education
Email
Email Newsletters
Event Management
Fax
Files
Fitness & Entertainment
Forms

Fundraising
Google
Human Resources (HR)
Management Tools
Marketing Automation
Microsoft
News
Notes
Notifications
Payment Processing
Phone & SMS
Printing
Product Management
Project Management
Proposals & Invoices
Real Estate
Reports
Scheduling
Server Monitoring
Signatures
Social Media
Social Media Management
Spreadsheets
Surveys
Team Chat
Team Collaboration
Time Tracking
To-do Lists
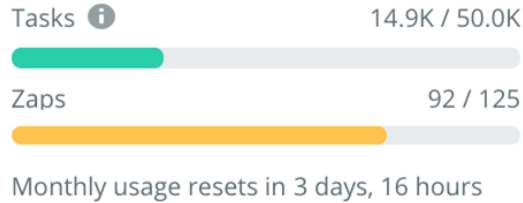Transactional Email
Video Calls
Video, Audio, & Images

Webinars
Websites
WordPress
Zapier
Zoho

14900 minutes per month = **248** hours per month = 57 hours per week
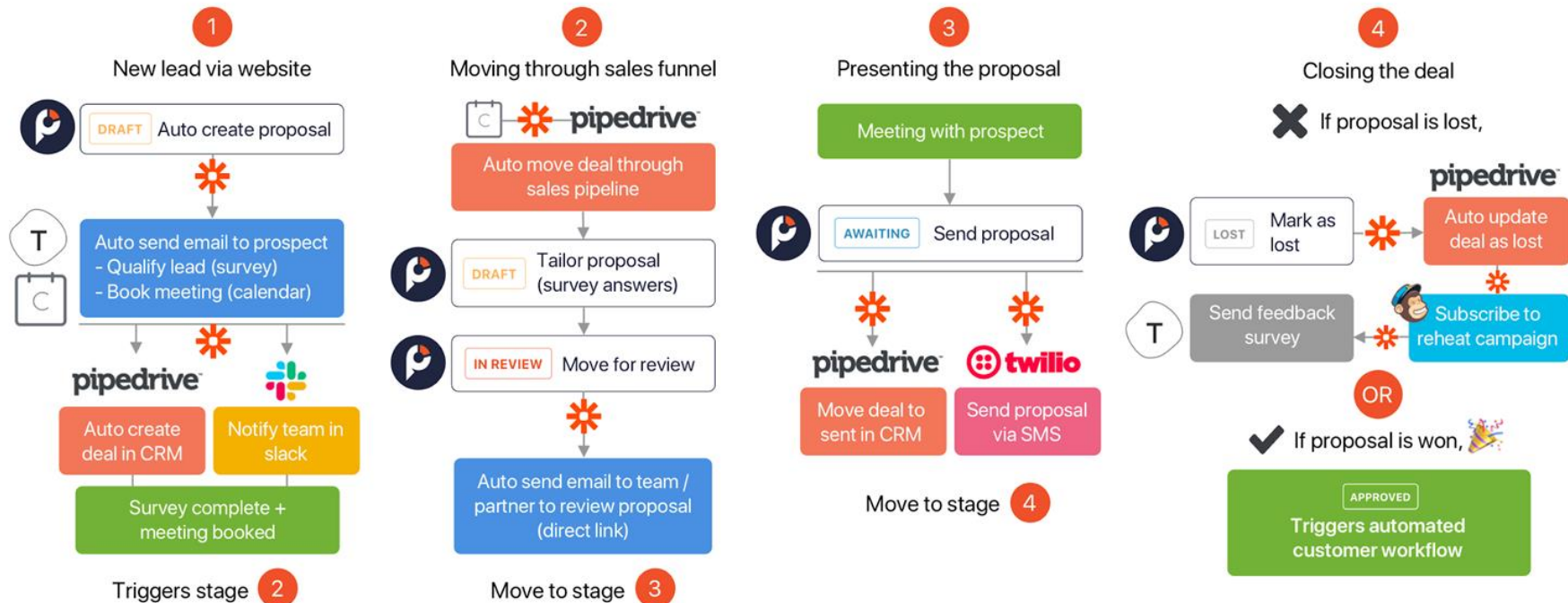
We pay **£59** per month or **23p per hour**

Brian Clare's **Famous** 18 Step Zap

✳ *Indicates automated Zapier trigger

1 New lead via website

DRAFT Auto create proposal

✳

Auto send email to prospect
- Qualify lead (survey)
- Book meeting (calendar)

✳

pipedrive

Auto create deal in CRM

Notify team in slack

Survey complete + meeting booked

Triggers stage 2

2 Moving through sales funnel

pipedrive ✳

Auto move deal through sales pipeline

DRAFT Tailor proposal (survey answers)

IN REVIEW Move for review

✳

Auto send email to team / partner to review proposal (direct link)

Move to stage 3

3 Presenting the proposal

Meeting with prospect

AWAITING Send proposal

✳ ✳

pipedrive ⦿ **twilio**

Move deal to sent in CRM

Send proposal via SMS

Move to stage 4

4 Closing the deal

✖ If proposal is lost,

pipedrive

LOST Mark as lost ✳ Auto update deal as lost

✳

Send feedback survey

Subscribe to reheat campaign

OR

✔ If proposal is won, 🎉

APPROVED
Triggers automated customer workflow

@Trent_mclaren

PRACTICE Ignition

AutoEntry

ReceiptBank

zapier

Cost

£2.50 per client*

Cost

£12 per client*

Cost

£12 per month*

Time Saved

2 hours per client

Time Saved

5 hours per client

Time Saved

1 minute per zap

Pricing is a breakdown of app monthly plan per client*
Speak to app partner for more details about their pricing

Number of **Clients**

5 Hours wages £15 p/h = **£75**
Software Cost = £90 p/m
Time Saved = **5 - 14 hours p/m**

25 Hours wages at £15 p/h = **£375**
Software Cost = £159 p/m
Time Saved = **35 - 70 hours p/m**

50 Hours wages at £15 p/h = **£750**
Software Cost = £325 p/m
Time Saved = **70 - 140 hours p/m**

@Trent_mclaren
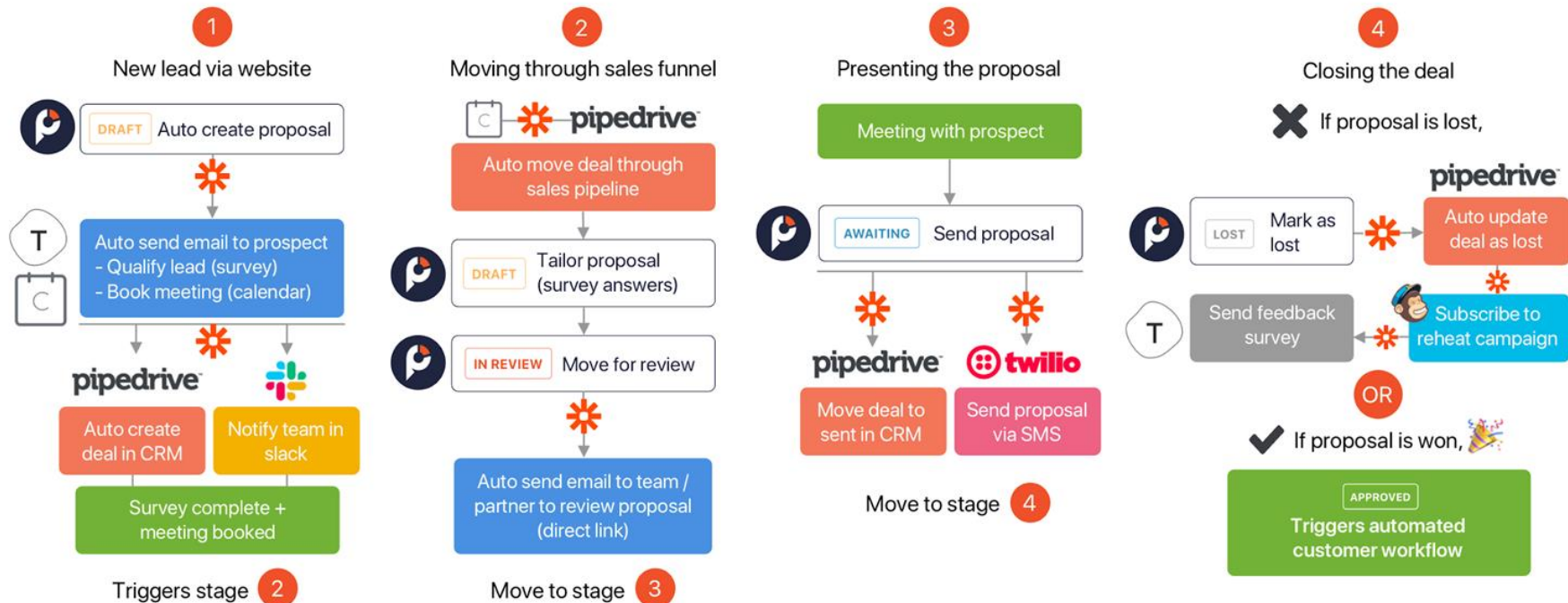
IDEAS
START
HERE

@Trent_mclaren

Your **DIY** automation <u>always</u> starts with a **Trigger**

- New **Proposal** accepted
- New **Invoice**
- New **Receipt**
- **Overdue** payment
- New **Contact**

@Trent_mclaren

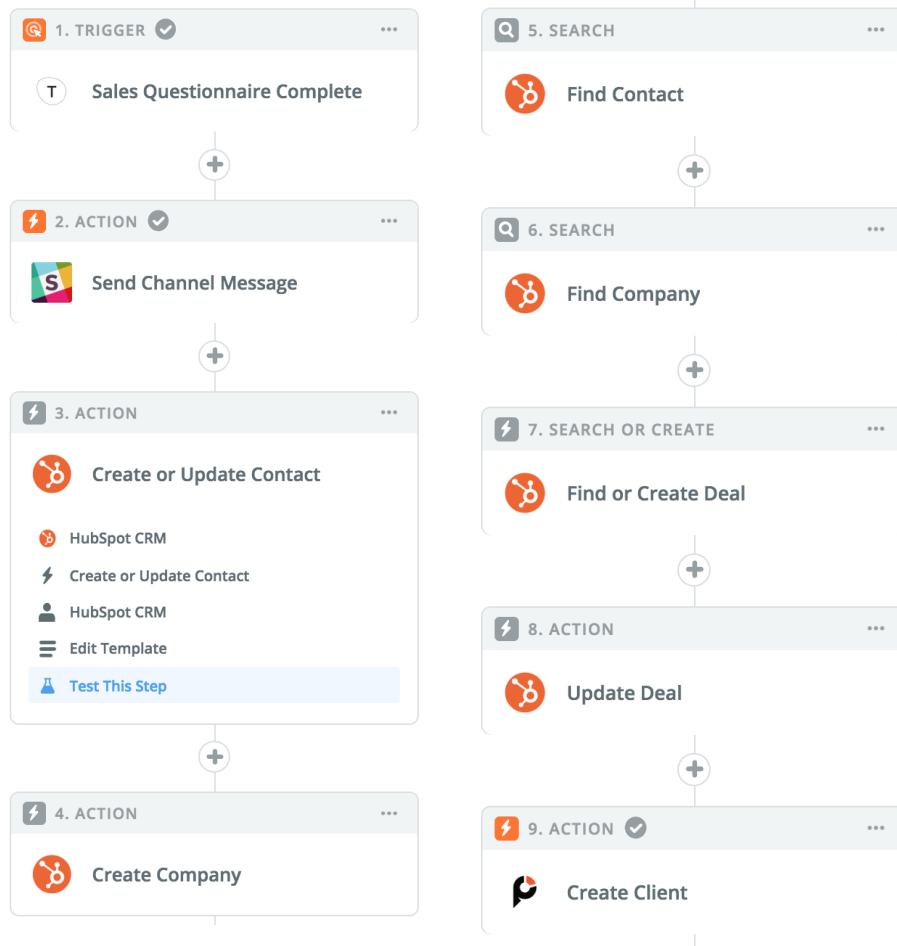# Map out your Processes

PRACTICE Ignition

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pipedrive

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APPROVED
Triggers automated customer workflow

@Trent_mclaren

DIY **Automation**

You can integrate all this tech yourself

Start Today

PRACTICE Ignition

1. Drop into the Practice Ignition stand
2. Leave us your information
3. Let's talk AUTOMATION

Alternatively email trent@practiceignition.com and we'll get the resources to you!