

IN THIS ISSUE

- e-Business Is Inevitable
- Training Class Schedule
- CYA - Covering Your Assets
- www.if you build it they will come.com
- Customer Group Workshop
- Cash Flow Options

e-Business Is Inevitable

Volume II, Issue I • www.kianoff.com • Winter 2003

Where Is Your Company Positioned?

Making it easy for employees, customers and vendors to do business with you.

Some people still pay cash for everything. That gets tougher the more you buy. But, if you don't buy much or many big ticket items, cash works. Of course, you can do a lot more with credit.

Some businesses don't use e-mail. Relying on the post office and phone company is fine, but start adding more customers, vendors and employees and you'll find you can be a lot more effective using available technology.

"E-mail? I couldn't live without it" says Molly Whitehead, controller for the Birmingham-based movie theater group, AmStar Entertainment. "That's how our theaters transmit reports to me every night. When I come in at 7:30 and turn on my e-mail, I know if a theater had problems, what it is, how much they are out. Everything."

With that prominent "e" in front, e-mail is the important first step on the way to that sometimes scary or mysterious concept called "e-business." It's the key that opens opportunities. Some may scoff, but there's no turning back. As 2002 came to a close, an estimated 57 million Americans were using e-mail on the job, according to the Pew Internet & American Life Project. That's not everyone in business, but 86% of those who use e-mail say it saves them time. With that kind of a trend, "e-business" is inevitable.

**A staggering
7,000,000,000
e-mails
are sent
every day**



"We live and die by e-mail," says Bill Hunt, controller at MailSouth of Helena, which provides direct mail advertising for companies from Michigan to Florida. "We have 50 to 70 sales reps who work out of their homes. We have 3 remote plants that do production for us. The main line of information to our people on the road is e-mail." Apart from saving on paper by eliminating lengthy faxes, the payoff is efficiency. "Even just the ability to send attachments, like an Excel file, says Hunt. "Now we have inventory reports e-mailed to us."

How companies use e-mail, and how they use other available technologies, says much about their position among the competition and the stage they've reached in adopting technology.

Are you leading? Keeping up? Being led? Left behind?

While e-mail opens the road to "e-business," there is no road without the internet. You may have been the last to buy a fax machine when those were considered extravagant a decade ago, but not offering internet access (through a reliable provider) will limit your company's growth and impact employees. In a trend that sounds similar to the e-mail findings, the Pew Internet & American Life Project reports 44% of business users that had internet access said it improved their ability to do their job.

Stage I:

You Want To Be In The League.
You've Got To Have The Basics

Stage II:

You're In The League.
You're Staying Up With The Technology

Stage III:

You're The Trendsetter.
The Technology Is Really Working For You

"Because of the internet, our sales reps in the field can get into our billing and inventory production system," says Hunt of MailSouth. "They enter orders, see what's going on with clients. It gives them the information so they know if a client hasn't paid," Hunt says. It also helps cash flow. "They said, 'Why can't

You're Invited To The 1st Annual
Customer Group Workshop

Microsoft Great Plains | best MAS 90 MAS 200
Wed. • Feb. 19 | Thurs. • Feb. 20
8:15 a.m. to Noon | 8:15 a.m. to Noon

General Session • Breakout Sessions
Keynote Speaker • Solution Expo

SEE PAGE 3 FOR MORE DETAILS

we get this information every day instead of once a week?' So we did. (With the internet) we've been able to put more timely information into our sales reps hands."

First In A Three Part Series

Continued on page 7

www.if you build it they will come.com

But will they stay? How can you have a great web-presence that sells?

So you want to keep your current customers and grow your business with new customers, right? The Internet provides just that opportunity by giving you another avenue for reaching customers. Think of the Internet as a new location for your business. How would you approach opening a new store? What would you want to accomplish? What is a realistic timetable for profit? All of these questions need to be answered but you have to first get the basics. Here are some tips that can help create a great web-presence to help you sell.



contact number to call to place an order. Readers on your site should have multiple ways of ordering and getting in touch with you. Provide them with as many options as possible, including via mail, toll free number and on-line ordering. Give readers the ability to pay with multiple sources such as credit card, check and line of credit. AND by all means, provide contact information for the reader such as physical location(s), business address(es), phone number(s), email address(es) so that the reader can instantly contact your company.

REASON. A customer comes to your site to find what is in it for them, so make it easy. Cool graphics and interactive flash pages are great but the average time a prospective customer spends on a page is less than 2 minutes. Make sure your "what I'm selling" message is the first item the reader sees. Tell visitors right from the start what they will get out of your site. List the benefits of reading further and buying from you.

ORDERING & CONTACT INFORMATION. If the reader has to hunt to find how to order information, you have lost a sale. Place a link for ordering on every page in an easy to find area - usually the top left corner area. Ordering information should include an order page, purchasing information or a

CUSTOMER COMMENTS. Follow the leader is a game you probably played in school and it's still being played by adults. People love to see who else is doing what they want to do. Pepper your site with testimonials and benefits another buyer received by purchasing from your site. Testimonials should include the full name of the buyer with business contact information, with the buyer's preapproved permission.

PROMOTION. If no one knows about your site, they will not use it. You have to promote your site by putting the site address on all promotional materials - both electronic and print. Sign up with the major search engines (Yahoo, Google, AOL, MSN) and use the search engine to make sure you are able to be found. As far as a site name, your company's URL (www.companyname.com), make it simple and short without a lot of dashes or extended wording.

INFORMATION. Of all the resources on the Internet, information is the most valuable. Use your site to promote information not directly related to selling so that your readers will return often. Readers need a reason to return to your site and new and up-to-date information is the best

How Does e-Business Impact My Business?

- Reduce your cost of doing business
- Improve customer satisfaction and loyalty
- Increase your competitive advantage
- Raise brand awareness
- Give your company global reach, without global offices
- Increase sales indirectly and directly
- Make your employees more productive
- Improve communications between your company and suppliers
- Improve communications between your company and customers

resource. Electronic magazines (PDF Newsletters about your company that are downloadable) are a great medium for providing information. It also shows your readers that you are aware of the world outside of your company. Readers are always looking for free materials that can help with their business or help them personally, so include information that does not necessarily directly relate to your products.

UPDATE. There is nothing worse than outdated information on a site. A reader is instantly told that you don't really put much effort into your site. Even a well-designed site can fall from a reader's regular visiting list by having out-dated material. Also, have an error page so that when a reader comes to your site and you have changed a page or they have not entered the whole address correctly, they do not get a error message. The error page shows all links for the site and works as a site map. Incorporate new technology into your site when possible and tell readers how it will benefit their visit to your site.

A great web-presence can sell both goods and services making you a better vendor to your clients regardless of your industry.

If you would like more information about how to build a great web-presence that sells, please contact our office at (205) 592-9990, or visit our website at www.kianoff.com/web.

e-Business Will Become Critical If . . .

- Your customers demand more information about your products
- The target market is taking to the Internet. It is here to stay and it is influencing buying habits!
- Rivals gain a competitive advantage through adding technology

In this Section

- Customer Group Workshop
- Training Class Schedule
- CYA: Report Writer
- Convergence 2003
- Registration Form
- What Our Customers Say

YOU'RE INVITED TO L. KIANOFF'S FIRST ANNUAL CUSTOMER GROUP WORKSHOP

A special 1/2 day event for Users and Anyone Who Wants To Improve How They Use Their System

✓ General Session ✓ Breakout Sessions ✓ Guest Speaker ✓ Solution Expo



**Wednesday, February 19, 2003
8:15 a.m. to Noon**

Register Now !!

Come join us and other Microsoft Great Plains users from around the state for a "Must Be There" Winter 2003 Customer Group Workshop.

We've packed the schedule with tips, a look at new and powerful features and suggestions and ideas guaranteed to make you a better user. Our sessions will include information and reviews on Smart Tags, Macros, Alerts, Data Mining, CRM, Cool Tools, Web Help, Look-Ups, Exporting, Enhancements, e-Business, news you can use and lots, lots more!

Bring your co-workers and bring your boss. It's too much for just one person! SIGN UP NOW!

FREE TO ALL L. KIANOFF CLIENTS!

Register at www.kianoff.com/gp or fax back the enclosed registration form.

best MAS 90
MAS 200

**Thursday, February 20, 2003
8:15 a.m. to Noon**

Register Now !!

Come join us and other Best MAS 90 • MAS 200 users from around the state for a "Must Be There" Winter 2003 Customer Group Workshop.

We've packed the schedule with tips, a look at new and powerful features and suggestions and ideas guaranteed to make you a better user. Our sessions will include information and reviews on Customizer, Business Insights, Web Help, Shipping and Returns, Alerts, Data Mining, Cool Tools, Look-Ups, Exporting, Enhancements, e-Business, news you can use and lots, lots more!

Bring your co-workers and bring your boss. It's too much for just one person! SIGN UP NOW!

FREE TO ALL L. KIANOFF CLIENTS!

Register at www.kianoff.com/best or fax back the enclosed registration form.

Convergence 2003 5th Annual Customer Conference for all Microsoft Great Plains Users

Keynote Speakers • Solutions Forums • Expo • Focus Sessions on business development, e-business, technology and product-specific features
Awards • Help Desk • Lots More !

Microsoft Great Plains brings customers, partners, team members and industry experts together for an intensive four days of networking, learning and sharing ideas and knowledge.

Log onto www.greatplains.com/convergence for Early Registration Discounts

Meet The
Great Plains Team

4 Days
In
Orlando, FL

FRx Financial Report Writer

Two Day Class • \$795 • 16 Hrs CPE • 8:30 to 4:30 p.m.

- February 25-26, 2003
- March 24-25, 2003
- May 28-29, 2003



Works with many accounting systems. Learn how to create financial reports linked to the data in your G/L. See how row formats, column layouts and reporting trees work together to give you the flexibility to pull financial information for analysis. Also covers calculations, links to external spreadsheets, remote Drill Down Viewer, consolidations of multiple companies.

Crystal Report Writer

One Day Class • \$495 • 8 Hrs CPE • 8:30 to 4:30 p.m.

- February 11, 2003
- April 19, 2003



Works with any accounting program. Learn how to create non-financial, general information reports to meet internal reporting needs, accessing data quickly and easily from your system to produce and distribute presentation quality reports in an easy-to-read format. Also covers linking tables and sorting. You'll learn how to modify existing reports included with your software as well as build your own from scratch.

Advanced Crystal Report Writer

One Day Class • \$495 • 8 Hrs CPE • 8:30 to 4:30 p.m.

- February 12, 2003
- April 10, 2003



Works with any accounting program. A one-day interactive workshop designed to strengthen your performance by building on skills developed in the Crystal Report Writer class. The focus is on exercises and hands-on, do-it-yourself experience.

Report Writer

Two Day Class • \$795 • 16 Hrs CPE • 8:30 to 4:30 p.m.

- March 10-11, 2003
- May 21-22, 2003



To learn how to modify or customize Report Writer reports to produce information the way you want to see it. Focused on modifying standard reports by changing fonts, color or shading, and creating customized reports by adding fields or linking files to produce the exact report you need.

Catch Up On Core Modules

Half-Day Class • \$245 • 4 Hrs CPE • 8:15 to Noon

- February 27, 2003



An introduction and overview of Library Master, GL, AP and AR with a focus on daily processing and general information retrieval. Learn navigation, printing reports, invoicing and updating transactions. Includes a tour through B.O.S.S., the online knowledge base of tips, tricks and solutions you can access 24 hours a day. Ideal for the new hire who could use more knowledge of the system to catch up with the rest of the team.

Catch Up On Core Modules

Half-Day Class • \$245 • 4 Hrs CPE • 8:15 to Noon

- February 10, 2003



An introduction and overview of System Manager, GL, Payables Management and Receivables Management with a focus on daily processing and information retrieval. Learn navigation, printing reports, invoicing and updating transactions. Includes a tour of CustomerSource, the online knowledge base of tips, tricks and solutions you can access 24 hours a day. Ideal for new hires who could use more knowledge of the system to catch up with the team.

Data File Structure & Tools

One Day Class • \$495 • 8 Hrs CPE • 8:30 to 4:30 p.m.

- February 10, 2003
- April 8, 2003



Do more for yourself. Review of Technical Reference and Support Guide (TRSG), reading file layouts and insights into how information is stored and updated to better understand the flow of information in your system. Learn use of system utilities. Prerequisite: Working knowledge of MAS 90 • MAS 200

Custom Office

Half-Day Class • \$245 • 4 Hrs CPE • 8:15 to Noon

- April 23, 2003



Use the system's Productivity Tools to simplify your job. Learn to use Customizer and Visual Postmaster. Increase productivity by creating customized User Defined Fields, modifying screen tab sequences and integrating your MAS 90 • MAS 200 with other tools such as Word and Excel. Mail merge documents using Best MAS 90 • MAS 200 data. Prerequisite: Working knowledge of MAS 90 • MAS 200.

Monday	Tuesday	Wednesday	Thursday	Friday
FEBRUARY				
3	4	5	6 CPA Lunch & Learn	7
10 Best MAS 90 • 200 Data File Structure	11 Crystal Report Writer	12 Advanced Crystal Report Writer	13	14
17	18	19 Great Plains Half-Day Customer Workshop	20 Best MAS 90 Half-Day Customer Workshop	21
24 Great Plains Catch Up On the Core Modules	25 FRx Financial Report Writer	26	27 Best MAS 90 Catch Up On the Core Modules	28

Monday	Tuesday	Wednesday	Thursday	Friday
MARCH				
3	4	5	6	7
10 Microsoft Business Solutions Great Plains Report Writer	11	12	13	14
17	18	19	20 Microsoft Business Solutions Great Plains Convergence 2003 Orlando, Florida	21
24 FRx Financial Report Writer	25	26	27	28

Monday	Tuesday	Wednesday	Thursday	Friday
APRIL				
	1	2	3	4
7	8 Best MAS 90 • 200 Date File Structure	9 Crystal Report Writer	10 Advanced Crystal Report Writer	11
14	15	16	17	18
21	22	23 Best MAS 90 • 200 Custom Office	24	25
28	29	30		

Monday	Tuesday	Wednesday	Thursday	Friday
MAY				
			1	2
5	6	7	8	9
12	13	14	15	16
19	20	21 Microsoft Business Solutions Great Plains Report Writer	22	23
26	27	28 FRx Financial Report Writer	29	30

Here's What Some Of Our Clients Say About L. Kianoff Training Center Classes

"I rarely give 10s, but I am well pleased," *Joe T., McLeod Software*

"I have enjoyed and learned useful things from all classes Michael has taught," *Monica M., Harless Safety & Fire Supply*

"The exercises in class were good. They forced me to learn the material," *Jimmy S., Alabama Graphics*

"I appreciated Michael taking time to show me aspects of Crystal Report Writer specific to eEnterprise," *Pam S., Marvins, Inc.*

"I learned the basics that are not detailed in the online manual," *Roxanne M., Custom Panels*

"I found out how beneficial Crystal Report Writer could be for our company," *Les M., Columbus Brick.*

"Before the File Structure class it was too foreign to me to grasp. After this class I believe that I have enough of a working knowledge to continue learning. Thank you," *Neil H., Lindsey Office Furnishings*

"Michael (Davis) does a great job!" *Cinda T., Bates Enterprises*

"Now I understand how to decipher a lot of the information given by the error numbers," *Michael R., Kardoes Rubber*

"Now I know why data sometimes looks different in one place than the other," *Deandra S., Clark Substations*

C.Y.A.: Covering Your Assets

Making Microsoft Great Plains Report Writer Deliver The Goods

The big payoff from any integrated accounting system is reporting and the ability to pull together information from throughout your system. For users of Microsoft Business Solutions Great Plains, Report Writer is the built-in tool to use for modifying existing reports or creating your own from scratch. In Version 7.0, Report Writer has features to help you get the job done quicker and make your reports look more professional.

We cover many of those and how to use them in L. Kianoff's 2-day Report Writer class, but here's a quick snapshot of some of the cooler features you'll want to use:

"Colorized" Sections – Call up a report in Report Writer and the first thing you'll notice in the layout window are colorized sections of the report (header/footer, page header/footer, additional headers and footers and the body) designed to help you better separate these as you work. It's only coincidence that Great Plains picked L. Kianoff's corporate colors of purple and teal as two of the more prominent color choices, but the contrast really makes it much easier to see which footer is tied to which header instead of trying to match the small letter codes on the left hand side of the display

Graphical Formats – If you're on V 7 you've likely already noticed some reports no longer look like they came off a mainframe line printer. Fields are now displayed in fonts that offer bold and italic styles. For those who don't see to read as well as they used to, it's great to now be able to choose a non-serif font like Helvetica and enlarge to a 12 or 14 point. So now your payables transaction edit list can look clearer just by changing the font from Courier to Arial and increasing the font size a bit and make it bold. It is easy to do.

Go to the Report Definition window and uncheck the Text Report box. Go to the layout, highlight a label or field you want to change and navigate to Tools>Drawing Options. There you'll find the window which allows you to select any of the window's fonts, make them bold, italic or underlined and change font size, shading, and color. Be careful that you don't make a field/label so big that it overlaps another on the report, but with judicious repositioning of labels and field values you can make your report as pretty and readable as you want.

Report Writer Functions – Remember that aggravating empty line in addresses? Forget it. Report Writer has added a new function to pack addresses so they don't leave blank lines where there is no address 2 or address 3. Most of the new graphical reports (invoices, orders, mailing labels) use this new function. Find it when building a calculated field under the functions tab and with the user-defined button selected.



Tim Heames
Technical Consultant
Microsoft Great Plains

For example, you have a client who wants to print a job name, contact and address on the order. They need to retain both the Bill To and Ship To addresses. Fortunately, Sales Order Processing allows you to

populate user defined fields associated with individual documents (quotes, orders, invoices, etc.) They have reserved UDF-Text-1 for the job name, UDF-Text-2 for the contact, UDF-Text-3 for street address 1, UDF-Text-4 for street address 4 and UDF-Text-5 for the city state and zip.

If the five fields were added to the report in a stacked form and, for a particular job, there were no contact, nor street address 2, the output would appear as:

Dallas Schools
625 Oak Street
Anytown, AL 35001

The RW_SelectAddrLine function corrects for this deficiency. We set up five calculated fields in the Blank Order Form, each using the RW_SelectAddrLine function. These five calculated fields were placed on the order form, stacked like the UDF's above. When printed for the job above, the output now appears as:

Dallas Schools
John Doe
625 Oak Street
Anytown, AL 35001

There are several other functions in Report Writer which help make reports look better, run faster, make distribution easier and utilize export features that all together can make your life easier as you modify or build custom reports. For more about these changes, call us at 205-592-9990 or, better yet, sign up Report Writer class and learn to do it yourself by going to www.kianoff.com/training.

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L. Kianoff Discounted Prepaid Service Plans

Stretching Your Consulting Dollars

Is there an upgrade in your future? Maybe some reports you'd like modified to capture different information? Some one-on-one training or work flow analysis to help you get more from your system or a formal class to hone your skills? If the shoe fits ... you might want to step into an L. Kianoff Pre-Paid Service Plan.



Pre-paid service plans give you more by providing immediate savings on services. Some plans also offer discounts on Desktop Streaming, Training Center classes, products on eShop and rental of the L. Kianoff Training Center. There are 5 plans available, ranging from the Teal Plan at \$1,000 for the occasional user to the Gold Plan for large engagements that provides discounts of up to 12% on services. The plans offer convenience and are easy to use and monitor. For more information, go to www.kianoff.com/eshop.

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Continued from *Where Is Your Company Positioned* page 1

Of course, internet access is only as good as the service that's helping facilitate it. While Don Smith at Birmingham's Barnes Paper sees the potential of remote access, he's frustrated by limitations beyond their control. Barnes, which provides gift packaging for retail stores and paper products for the poultry industry, has remote warehouses that don't have access to high speed internet services.

55,000,000
Americans go
online at work

"Right now we are using PC Anywhere," says Smith. "We have to have a dedicated toll free line for that and it ties up one of our processors when they dial in. We want to get to where they can enter their sales orders and do some inventory there. Now they are sending their original orders to us and we are keying them and billing them. We've got to try to cut out some steps."

Reliable internet access is also necessary to support the software or systems used by companies.

"We just about require internet access at companies that move up to an integrated accounting and business management system like MAS 90, MAS 200 or Microsoft Great Plains," says Lisa Kianoff, president of L. Kianoff & Associates. "It allows our support staff to log into a client's system and resolve some issues quickly without going on site. That's efficient. It provides the ability for users to access publisher web sites that are a tremendous resource. It's also the most efficient way to get service packs with new enhancements or fixes for your software or hardware."

86% of e-mail
users say
e-mail saves
them time

I'm here. Can you find me?

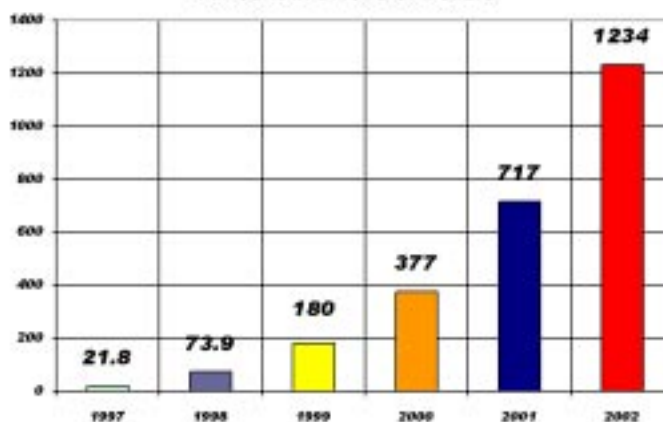
If you've answered "yes" to e-mail and internet access, you're not going to want to proceed without the vital third leg of the foundation: Your own web site, even

if it's just one page to show the world you exist. There are an estimated 600 million people on line worldwide everyday; nearly one-third of those in the U.S., according to September 2002 statistics from NUA Internet Surveys. What customers, employees or vendors can do on your web site is another barometer of where your company is positioned.

"Our sales reps get onto our web site to see what's going on," says Hunt at MailSouth. "We've recently added many kinds of reports and a library of forms so they don't have to keep copies. It is

Internet Generated Revenue

Amount in Billions of Dollars



something we are continually trying to put more and more out there."

Says Smith at Barnes: "Right now, our web site is just a page out there to tell them to call us. It's basic, very generic. The plan is to get to where the customers could look at product and order on line. If I was a small store owner like one that buys from us, if I could sit down at night and look at someone's web page and order that way, well, I'd much rather do it that way than when my store is open and I've got customers in the store. We would never stop our personal service, but that's an option you have to give customers to stay competitive."

Seamless integration? Can all the parts talk to each other?

In the drive to cover all the basics at the early stages of a company's use of technology, the fourth leg of the foundation has to be an accounting and business management system with the ability to at least start to integrate with the other components. For companies

like AmStar, which moved to Microsoft Great Plains, and MailSouth, which moved from AccPac to MAS 90 and subsequently to MAS 200, one of the biggest benefits has been access to critical information.

"Our system really allows for better management reporting" said Whitehead. "It has reduced the time required to complete tasks, and the ability to retrieve information that was not available to us before."

68% of Internet
users have
bought a
product online

And as those benefits of that integrated accounting system becomes apparent, thoughts turn to "what else" can be done to increase efficiencies.

"In the future, we'd like to do more as far as give clients the ability to pay bills over the web," says Hunt at MailSouth. "That might help with small clients who pay via credit card, which is now a very manual process. And, to save on postage and time, we'd like to look at e-mailing out invoices from our billing system."

So, are you convinced e-business is inevitable? The signs are everywhere.

"I have not made reservations over the telephone since I started using the Internet 5 or 6 years ago or longer," says Smith at Barnes. "I'm an older guy. I don't know that much about it and I'm doing it. That is the way it is going to be from now on."

93% of online
users send email

Next Issue: A look at how other L. Kianoff clients have expanded on the basics and how it has impacted their business . . .

For more information about minimum requirements for e-business for your business or organization, please visit our website at www.kianoff.com/ebusiness or contact our office at (205) 592-9990.

YES!**I Know I Need It, But Can I Really Afford It?****YES!***Leasing provides a resource for your business to keep growing*

The ad for the shiny new car screamed out: You can be driving this 2003 model for just \$400 a month and no money down. How? Lease it.

The new copier will do 30 copies a minute, 2-sided and collate. The sales rep says, "It's yours, just \$299 a month with no money down." Lease it.

You've really streamlined processes with the core modules of your accounting system and you know adding on some e-business modules – and training to help your team learn how to use them – would open up new markets and opportunities. But money is tight. So? Lease it!

Yes, leasing has come to the software industry and businesses that don't want to tie up cash or tap into a line of credit are finding that some leasing companies can be downright creative when it comes to

meeting a software need, including the installation and training.

"If you are not paying your employees three years in advance for the job they do, why would you pay for your software in advance for a job to be done," said Bryan Black of LeasePartners Capital, Inc., speaking at a CPA Lunch 'N Learn in December on creative ideas for helping companies fund what they need. The Birmingham-based LeasePartners Capital has helped fund hardware, software, annual maintenance plans and training for some L. Kianoff & Associates clients that wanted to move quickly because there was a pressing need for a better system even though cash was tight.



Black said for many businesses, it is a lot easier to budget for \$500 or \$1,000 a month for 3 years, than it is to come up with \$15,000 or \$30,000 on the

spot. Leasing can often provide 100% financing, can be deductible and it frees up your cash or credit line for other needs.

But let's say cash is tight because you just bought new equipment or furniture and you really need some working capital. There's a lease option there as well. It's called a "Sale-Lease Back." In that case, you can sell back your new equipment or furniture to a leasing company that will give you the cash and set up lease payments just as if you leased the equipment or furniture at the start.

If tight cash is holding you back from adding on e-business to your system, adding new modules and training or upgrading your hardware, consider how a lease might work for you. For more information on leasing, call L. Kianoff at (205) 592-9990, contact your CPA or, log onto www.leasepartnerscapital.com.

FREE
To All L. Kianoff Clients



Microsoft
Great Plains

Wed. • Feb 19

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REGISTER TODAY!

See Page 3 For Details!

best MAS 90
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