



What is available?

Joining our Professional Services Group Program gives you access to the best tools to provide QuickBooks and Quicken expertise to your clients.

Professional Associate Member benefits include:

- Current Not For Resale (NFR) versions of QuickBooks Premier Accountants Edition, Small Business Edition, and Quicken Home and Business with User Guides
- Current versions of easybooks, BitDefender, Intrepid Backup
- Free upgrades throughout the year
- Access to older versions of Quicken software so even if your clients haven't updated their software in 5 years you can work with them.
- 0800 number for un-limited technical support
- Access to a special member only section on the popular Quicken website
- Wholesale pricing on the Reckon range of products, with the right to on – sell software to your clients with no minimum purchase quantity
- Monthly newsletter on software tips, new products, new software information and special offers
- Ability to use Quicken Professional Partner logo and leverage from our extensive marketing campaigns

Upgrade to become an Accredited Consultant you will also receive

- Regular qualified sales leads
- Website listing
- Three day Accredited Consultants course in QuickBooks to enable to train and consult in QuickBooks
- Advertising Subsidy once approved, we will subsidize your marketing advert by 50%, up to \$1,000 per year, given to you in product up to the equivalent value
- Involvement in regional marketing campaigns
- Invitation to attend the yearly Quicken conference
- Free media kits – an unbranded QuickBooks product which includes all the media excluding installation code. This is designed to remove the delay that can be experienced with delivery. Simply phone in for an installation code once you have determined your clients needs

Join the Quicken Professional Services Group Program and receive over \$3,000 worth of software.



Which Products Can I Sell?

QuickBooks Range

- **EasyStart** - *Designed for first-time users of accounting software*
- **Accounting** – *For businesses needing more than just “money in” and “money out”.*
- **Small Business** – *Gives complete control over your finances, stock tracking and GST management*
- **Plus** – *Small Business, 12 Month Intrepid Payroll, Intrepid Backup and BitDefender*
- **Professional** – *Full single user accounting software with invoices, statements, estimates, purchase orders, sales orders, credits and reports*
- **Premier** – *Full up to 5 user accounting software*
- **Enterprise** – *Full accounting software for medium sized businesses up to 10 user with multi company reporting and increased capacity*
- **Retail Point of Sale** - *Track your sales, inventory, purchase orders, customers and accounting.*
- **Customer Manager** - *information and task management tool*

Quicken range

- **Personal** – *Personal Financial Management software*
- **Personal Plus** - *Personal Financial and Investment Management software*
- **Home & Business** – *the upgrade for Quicken Cashbook users*

easybooks

- **easybooks Full** – *Single business version cashbook for small businesses that need a quick, simple computer package to keep accurate records of receipts and payments*
- **easybooks Professional** – *Multi business version designed for users operating more than one business*

Intrepid

- **Backup** – *Online backup system: simple, effective, secure*
- **Payroll** – *ASP model payroll – payroll via the internet from any location.*
- **BankData** – *Online banking service alternative to existing bank transaction coding systems*

BitDefender

- **Internet Security** – *parental control, antivirus, firewall, antispam, antispysware, parental control*
- **Professional** – *antivirus, firewall, antispam*
- **Standard** – *antivirus*

ACT!

- ACT! 9 Standard - *#1 selling Contact & Customer Manager software*
- ACT! 9 Premium For Workgroups

URLs of interest

www.quicken.co.nz,

www.bankdata.co.nz,

www.act.com

www.easybooks.co.nz,

www.intrepidbackup.co.nz

www.intrepidpayroll.co.nz,

www.bitdefender.co.nz,



What are others saying?

Here's what our current Professional Partners are saying:

I have been a Quicken Accredited Consultant for 6 years. Quicken Staff provide prompt, friendly and good quality service to their Consultants. I have gotten almost all of my QuickBooks clients thru either being on the website or referred by one of the staff to me. I would not have a QuickBooks business if I wasn't an accredited Consultant.

It would be hard to pick what I like best about being a member of the QuickBooks New Zealand family, but the staff and the excellent and informative conferences would be high on the list. I was a bit nervous about going to conference the first time, but the other Consultants are a great bunch and made me feel at home. The chance to compare stories, tips and ideas with others in the same business as well as the informative sessions offered by the Quicken staff and others with related products makes the event worth every cent.

Carol Bird, Carol Bird Consulting Ltd

"As principal in a small chartered accountancy practice, I have found QuickBooks an excellent tool to help us service our clients better. Despite having done the three day training course six years ago I never bothered attending the annual conference prior to this year. Our AT would attend and report back on recent developments. This year I went with her.

For me it was a great investment of time and energy, as I could get a better vision of where I wanted our firm to go, and the opportunities that are available to our clients. I can better advise clients on the options that will suit their firm, and as a result I need to train more AT's to keep up with the increased demand.

The most encouraging thing was that there is a full package of support, and we are no longer just looking at supplying a bookkeeping package, but complete support for our client's system needs. I would advise any practioner to attend with their AT and understand the full package of services you can offer your clients."

Catherine Gillies, Chartered Accountant

Quicken is a vibrant company with a great team of people. They provide very high quality training in their products at a reasonable price. In fact as an Accredited Consultant, you receive referrals from them, so your training ends up paying for itself. They focus on providing excellent customer service and are always willing to help. The team really know their stuff and are thankfully only a phone call away! I have really enjoyed dealing with Quicken on the whole.

Jacintha Veerasamy, Lateral Thinkers Ltd



How much do I pay?

To join the Professional Services Group your investment is:

Professional Services Group Membership \$450 including GST

Annual ongoing membership \$399 including GST

To become an Accredited Consultant within the Professional Services Group your investment, which includes a 3 day training course, is:

*Accredited Consultant Membership \$1,700 including GST
(\$1250 Accredited Training course & \$450.00 PSG membership)*

Annual ongoing membership \$699 including GST

What Happens Next?

Wonderful – you've decided to join the Quicken Professional Services Group.

Your next steps are:

1. Fill in the enclosed enrolment form and fax it to 09 414 3651 and call 0800 447 292 with a credit card to pay your membership fees. (Or print and post with a cheque to PO Box 331 534, Takapuna)
2. Fill in the enclosed credit application and fax or post to Quicken.
3. You will be sent a PSG pack containing everything you need to get started.
4. If you have any questions call us on 0800 447 292

For Professional Associates ask for **Adam Peden**

For Accredited Consultants ask for **Lei Li**



Quicken PSG Enrolment Form

Organisation: _____

Contact: _____ Title: _____

Street address: _____

Postal address: _____

Tel: _____ Fax: _____ Mobile: _____

E-mail _____

Website URL _____

Services offered:

Tax Advisory Bookkeeping Training Other

Please enrol me in the Quicken Professional Service Group as a Professional Associate *\$450 incl GST.
I understand I will be invoiced \$399* annually to maintain my membership.

Please enrol me in the Quicken "Accredited Consultants Programme" for \$1700* incl GST. This sum is both membership and Accredited Training.
I understand I will be invoiced \$699* incl GST annually to maintain my membership.

Please upgrade me from my current status of PSG member, to Accredited Consultant status for \$1250 incl GST. (You will be booked on the earliest possible AT course).

Payment Options:

Cheque	Credit Card	Direct Credit: Reckon New Zealand Pty Limited BNZ Takapuna 02 0278 0234813 000 Ref: PSG	
Reckon New Zealand Pty Limited t/as Quicken NZ	Card #	<input type="text"/>	<input type="text"/>
PO Box 33 1534	Card Name:		
Takapuna	Signature:	Expiry Date:	
Auckland	Fax Back to: 09 414 3651		

*Prices are subject to change



Credit Application Form

Company Details:

GST #	Date:
Full Business Name:	
Trading Name:	
Postal Address:	
Suburb:	Postcode:
Delivery Address:	
Suburb:	Postcode:

Contact Details:

Contact – Accounts:	Phone:
Contact – Sales:	Phone:

Directors, Proprietors or Partners Details:

Bank Details:

Bank Name:	
Address:	
Suburb:	Postcode:
Account No:	

Accountants Details:

Name:	
Address:	
Suburb:	Postcode:

Trade References:

1.	Phone:
	Fax:
2.	Phone:
	Fax:
3.	Phone:
	Fax:

Estimated Monthly Purchase:

\$

Signed:	Dated:
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Terms and Conditions of Sale

Definitions

- 1.1 "Product" includes all goods sold by Reckon New Zealand Pty Limited including software supplied under licence.
- 1.2 "Software" includes all relevant documentation.
- 1.3 "Dealer" means the dealer authorised by Reckon New Zealand Pty Limited to supply the product to the public.

The Dealer only acquires a licence to use any software ordered.

Terms of Sale

Payment for a product is **due within 14 days of invoice** unless Reckon New Zealand Pty Limited expressly agrees to other terms for payment

- 1. Any payment due to Reckon New Zealand Pty Limited by the Dealer shall be paid without any deduction. No set off is permitted. All monies owed by the Dealer to Reckon New Zealand Pty Limited become due for payment immediately if: -
 - a. The Dealer fails to pay any amount owing when due;
 - b. The dealer ceases or threatens to cease carrying on business;
 - c. A distress warrant or an order is made or a resolution is passed for the dissolution of the Dealer;
 - d. An application or an order is made or a resolution is passed for the dissolution of the Dealer.
 - e. An encumbrancer takes possession or a liquidator, provisional liquidator, statutory manager, trustee, receiver, receiver and manager, inspector is appointed in respect of the whole or any part of the assets of the Dealer;
 - f. The Dealer is unable to pay its debts when due or fails to meet the solvency test as defined in the Companies Act 1993 or enters into dealings with any of its creditors with the view to avoiding or in expectation of insolvency

Any monies which are due and remain unpaid for two business days shall bear interest from the date on which they fell due for payment at the rate of 5% per annum above the interest rate charges or which would be charged to Reckon New Zealand Pty Limited by its bankers on an overdrawn account

- 2. Risk in a product passes to the Dealer when a product leaves the Reckon New Zealand Pty Limited store. Reckon New Zealand Pty Limited shall act as agent for the purposes of arranging transportation of the goods and insurance in transit unless Reckon New Zealand Pty Limited is notified to the contrary in writing at the time of ordering. Transport and insurance shall be arranged at the Dealer's expense

Title in a product does not pass until such times as all monies whatsoever due by the Dealer to Reckon New Zealand Pty Limited (whether in respect of those particular products or other products) are paid in full. In such case where title in a product has not passed then where a product passes so that the Dealer can pass title to the customer. Where money is owed to Reckon New Zealand Pty Limited, the Dealer must hold the proceeds of such sale in trust for Reckon New Zealand Pty Limited until payment is made to them. The Dealer shall be obliged to keep a record of all such on sales and make such record available to Reckon New Zealand Pty Limited on request.

Without prejudice to any other right it shall have to cancel the agreement, should the Dealer default in making a payment to Reckon New Zealand Pty Limited when due or, any creditor of the Dealer take any step to recover monies due by the Dealer or, have grounds of taking such step, then Reckon New Zealand Pty Limited or its agents may recover and resell any products and may, enter upon the Dealer's premises to recover possession of any products. Reckon New Zealand Pty Limited shall not be liable for any damage, injury of loss however caused resulting from such entry, recovery or resale. The costs of such seizure are to be borne by the Dealer and added to the Dealer's account as a principle amount.

Initial.....



3. The Dealer is acquiring the products for the purpose is re-supply and trade and if in any instance of supply by Reckon New Zealand Pty Limited to the Dealer this shall not be the case then it is acknowledged by the Dealer that the products have been acquired for the purposes of business.
4. The Dealer shall:
 - a. Not modify any product, its packaging or promotional material nor reproduce any of the artwork appearing on such packaging with out Reckon New Zealand Pty Limited written permission;
 - b. Not reproduce any trademark appearing on any product or its packing;
 - c. Not make a copy of, nor sell, nor hire, nor offer for sales or hire, a copy of any product;
 - d. Not import for the purpose of distribution, sale or hire any product or software in any form whatsoever which is licensed to Reckon New Zealand Pty Limited;
 - e. Not publish or display any advertising material in relation to any product with Reckon New Zealand Pty Limited proper written approval;
 - f. Permit Reckon New Zealand Pty Limited access to the dealer's premises for the purpose of verifying compliance with the Dealer's obligations.
 - g. Only be permitted to screen or display any product for promotional purposes.
5. Reckon New Zealand Pty Limited shall not be liable in any way whatsoever for any loss or damage suffered by the Dealer as a result of any dealer or failure to deliver any product on any specified date and any supply or delivery is subject to availability. Once an order has been placed and accepted by Reckon New Zealand Pty Limited then, every endeavour will be made to inform the dealer of the delay shall not entitle the Dealer to cancel the order.
6. The Dealer acknowledges that returns can only be made in accordance with the Reckon New Zealand Pty Limited Returns Policy, which is available on request.
7. Reckon New Zealand Pty Limited has no liability whosoever arising from any defect in a product where the defect is caused by alteration or modification by the Dealer or any other person after deliver or a product.
8. Reckon New Zealand Pty Limited will not deal with or be responsible for any claim by any other customer of the Dealer in respect of any representation by the Dealer that a product was suitable for a particular purpose, other than a purpose promoted by Reckon New Zealand Pty Limited.
9. If a product is defective in any way the Dealer shall not be entitled to repudiate the order but shall be entitled to replacement of the defective product after checking by Reckon New Zealand Pty Limited.
10. The Reseller agrees with and will abide by the Software Licence Agreement as detailed in the software products distributed.
11. The supply of a product by Reckon New Zealand Pty Limited to the Dealer is made solely on these terms and conditions.

SIGNED for and on behalf of the RESELLER

SIGNATURE

DATE

NAME

POSITION