

CS Monthly Connection

Our client shares their thoughts

“ What attracted us to the TrakQuip solution was Corporate Services’ ability to modify the software application to meet our needs and the needs of our clients, and its capability of integrating with our existing account software.”

- *Southland PacLease & Southland NationalLease
Affiliates of Kenworth of South Louisiana*

Red Mountain Testimonial

Corporate Services would like to thank Red Mountain Rentals for sharing their experience with TrakQuip!



April Reeves

As a member of our development team, April is responsible for vetting all of the Request for Modification to the RTMS and TrakQuip applications. To accomplish this, April will interview our clients in order to better understand their specific needs, identify various potential solutions, and work with the Project Manager and our development team to compose and deliver a proposal for implementation. April is also responsible for assisting our support staff with troubleshooting issues as they arise and potential Problem Reports.

She has two sons, James and Jeremy, and they keep her busy learning all things boy related. She is the committee chair, aka head honcho, for their cub scout pack and spends time organizing and leading the pack. In the process, she found out that she actually likes camping but thinks s'mores are nothing but a pain, sticky, and just a potential for a trip to the first aid tent. In her free time, she enjoys reading, quilting, gardening, and making cakes for family and friends.

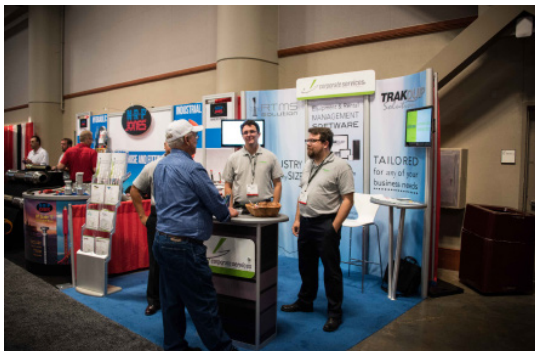


April attended Louisiana Tech University graduating magna cum laude with a Bachelor of Science degree in Computer Science and a minor in mathematics. Prior to Corporate Services, April worked 11 years for Exxon Mobil's IT department doing application development and support for a variety of their business lines. She also worked for InfiniEDGE Software, designing custom web solutions.

LAGCOE

THANK YOU!
We would like to thank everyone for stopping by our booth. It was a pleasure meeting each of you and we look forward to partnering with you.

*Corporate Services
Basis, TrakQuip and RTMS*



2016 TRAINING SCHEDULE

TRAKQUIP

January 19 - 21

February 16 - 18

March 15 - 17

April 19 - 21

May 17 - 19

June 21 - 23

July 19 - 21

August 23 - 25

September 20 - 22

October 18 - 20

November 15 - 17

RTMS

January 5 - 7

February 2 - 4

March 1 - 3

April 12 - 14

May 3 - 5

June 14 - 16

July 5 - 7

August 2 - 4

September 6 - 8

October 4 - 6

November 1 - 3



Training

Corporate Services is pleased to offer training classes for the TrakQuip and RTMS rental management software packages. Whether you have a new employee who needs to be trained or you want to get the most out of your TrakQuip software, you will benefit from classroom training. A trained and knowledgeable employee is an asset to your company and will help your company maintain its competitive edge.

General Information:

Classes held at our Baton Rouge office are limited to 5-7 attendees. Online classes are not limited. Registration is prioritized on a first-come, first-served basis.

Please note that Corporate Services reserves the right to cancel training classes at any time. Full credit will be extended for any cancelled classes.

TrakQuip or RTMS Essentials (Up to 3 Days - \$1,800 per attendee)

The TrakQuip or RTMS Essentials class will teach the attendee how to operate TrakQuip or RTMS in these areas:

- Inventory Management
- Rental Contracts/Delivery Tickets
- Invoicing
- Fleet Maintenance
- Purchasing
- And other areas

RTMS Essentials
November 2 - 4

TrakQuip Essentials
November 16 - 18

Also Available...

Understanding and Using Basic SQL for Improved Reporting in TrakQuip and RTMS

Reporting Dashboard

Advanced Reporting Dashboard

For more information, or to register for a training class, please contact Lynette Venable at 866-923-3767 or lvenable@corp-service.com.

CS & Partner Tips

Keep Growing Your Business

Now is an interesting time to be running a business. On the one hand, as a business owner you have much more to do and worry about. On the other hand, juggling all those responsibilities has never been easier thanks to the rapid development of technology, particularly the Internet.

Despite the advantages, some business owners are still falling short when it comes to growing their business. Usually this is because they fail to do anything differently, even though there are scores of new and different ways to get ahead.



Tips To Keep Growing Your Business:

- **Build Up Your Databases** - Building a strong database of prospects has been a cornerstone of business success since the beginning of time. Now it is just easier to do. Still, far too many businesses ignore it when it is the one thing they should constantly work on. Don't let your business be one of them.
- **Embrace New Technology** - Technology continues to grow at an incredible rate, especially communication technology. That means you will have newer, easier ways to stay in contact with your prospects. Embrace these new technologies, even if it takes effort. Doing so will keep your business vital and strong.
- **Emphasize Value, Not Price** - In a saturated market, competing on price is a one-way race to the bottom. Do not sell your business short. Train your salespeople not to emphasize price but to show prospects how your product or service is of value to their business.
- **Make Marketing A Priority** - Marketing continues to be the most under leveraged area for many businesses. It also tends to be the first thing to go when budgets are tight. This is a big mistake. The only way to keep your business on your prospect's minds is to market it.
- **Offer Something New** - When people stop buying an existing product or service, most businesses respond by cutting prices. However, this devalues what you offer in the eyes of your prospects. Instead of cutting prices, try to add more value by updating your products or services. You may also consider bringing something new to the table altogether.
- **Talk To Your Customers** - The only way to give your prospects and clients what they want is to learn what they want, and that is best accomplished through surveying. To make this happen, use an e-mail hosting tool that gives you the option to e-mail a survey. Keep it simple and flexible.
- **Don't Go It Alone** - Everyone is good at something, but nobody is good at everything, so don't try to be. Fortunately for you, the Internet makes it easier than ever to team up with others. If you are unable to hire employees, use virtual assistants to take some of the load off your shoulders.

Executive Summary: Growing your business is hard work, but anything worth having usually is. At the end of the day, the trick is to get out there and get started. Take advantage of the numerous tools available to you, explore new avenues and stay on top of marketing. Over time, if you play it smart, you will begin to see results.

Provided by Dale Carnegie