











































Find Records Fast	
Using Filters	On any list view, in the Task Pane, in the Filters section, expand the filters and select the check boxes for the information you want to see in your group.
Using Lookups	Click the  (Lookup) tab in a list or detail view, or right-click an item in the Navigation Bar and select the Lookup option (not available for all views).
Using SpeedSearch	Click the  (SpeedSearch) button in the toolbar. You can: <ul style="list-style-type: none"> Match on all words any words the exact phrase Use natural language Search on the root by thesaurus on sound like Use Boolean search criteria
Seeing a list of recently-viewed items	On the tool bar, click Recently Viewed , point to the record type, and select an item from the list.


Work the Way I Want To	
Using groups	Create groups for records you want to track.
Accessing your groups	On a list or detail view click a group tab, or in the title bar click Groups .
Selecting records to create a group	<ol style="list-style-type: none"> From a list view, select one or more records. To select more than one record, hold down [Ctrl] as you click each item. In the Task Pane, under Common Tasks, click Save Records as Group. Use Query Builder to define group properties, layout, sorting, or defaults. Click OK.
Sharing your group with other users	<ol style="list-style-type: none"> Open the list view containing the group you want to share. Right-click the group tab, and then select Share. In the Share Group dialog box, click Add. Click the Users, Departments, or Teams tab, select who you want to share your group with, and click OK. Click OK.
Setting user options	<ul style="list-style-type: none"> On the Tools menu, click Options, and use each tab to set specific options.

Saleslogix v8.1

Quick Reference Card for the Web User

Commonly Used Icons			
Working with Records	Finding Sales and Marketing Features	Finding Service and Support Features	
Find 	Accounts 	Contacts 	
Calendar 	Contacts 	Ticket List 	
Save 	Leads 	Contracts 	
Reset 	Opportunities 	Returns 	
Refresh 	Sales Orders 	Standard Problems 	
E-mail 	Processes 	Standard Resolutions 	
Web 	Products 	Defects 	
View address 	Packages 	Products 	
Add 	Library 	Packages 	
Associate 	Campaigns 		
Delete/Remove 	Moving Around		
Edit 	First 	Next 	
	Previous 	Last 	
Get Help			
Finding scenarios	On the menu bar, click  , and then click Getting Started Guide .		
Opening online Help	<ul style="list-style-type: none"> Click  (Help) to open the help system. 		

Get My Tasks Done	
Receiving alerts	See Alerts and Past Due notifications in the menu bar.
Viewing my activities	Use the Activities List view to manage your scheduled activities and events by type. Select the time frame for the displayed items. On the Navigation Bar, click  Activities .
Using my calendar	Manage your time and keep track of scheduled activities and events. View your schedule by the day, week, month, or year. You may also be able to view other users' activities and events. <ul style="list-style-type: none"> On the Navigation Bar, click  Calendar.
Scheduling a call, meeting, or to-do	On the Schedule menu, click the activity to add.
Inviting other users	Use the Availability tab to invite other Saleslogix users to a phone call or meeting.
Completing an activity	Do one of the following: <ul style="list-style-type: none"> Open the activity and click Complete. On the Schedule menu, click Complete Activity.
Adding records	On the New menu, select record to add.
Checking on notes and history	Open a record's detail view and click the Notes/History tab. Use the filters to narrow the list.
Using the Dashboard	Display and interact with a variety of performance and analysis tools in a dashboard format. <ul style="list-style-type: none"> On the Navigation Bar, click  Welcome.
Using Saleslogix Integration Module	<ul style="list-style-type: none"> To install, on the login page click Install Enhancements. Features include: <ul style="list-style-type: none"> Microsoft Outlook Integration Drag and drop – files and Microsoft Outlook e-mails Outlook Sync Mail Merge

Communicate Effectively	
Sending an e-mail	On the Write menu click E-mail or click  next to an e-mail address in a detail view.
Creating form letters, e-mail, and faxes	<ol style="list-style-type: none"> On the Write menu, click Mail Merge. Use the Merge and History tabs to select a template, records to include, the type of output to create (e-mail, fax, file, or printer), and history options. Click Merge.

Meet My Goals	
Adding and qualifying leads	<p>Do one of the following:</p> <ul style="list-style-type: none"> To add a single lead, on the New menu, click Lead. To import a list of leads, on the Tools menu, click Import Leads. <p>Use the lead qualification check boxes on the Lead Detail view to validate information and determine if the lead is ready to be converted to a contact and account. To convert a qualified lead, click Convert Qualified Lead.</p>
Creating and launching campaigns	<p>To create a campaign, on the New menu, click Campaign.</p> <p>Select targets, define stages and tasks, and add products to a campaign. When the campaign is ready, click Launch. Use the stages and tasks and target responses to monitor the campaign's progress and success.</p>
Pursuing opportunities	<p>On the New menu, click Opportunity. Use sales processes to manage your sales pipeline.</p> <p>When an opportunity is won or lost, change the Status to Closed-Won or Closed-Lost and enter reasons for closing the opportunity.</p>
Making sales orders	<p>On the New menu, click Sales Order.</p> <p>Use sales orders to track products purchased by an account.</p>
Adding and processing tickets and defects	<p>On the New menu, click Ticket or Defect. The Area, Category, and Issue boxes determine who it will be assigned to.</p> <p>Use the Punch In/ Punch Out button to log time against a ticket as you are working on it.</p> <p>When processing is complete, change the Status to Closed.</p>
Enabling returns	<p>Create authorization for a customer to return a product.</p> <p>On the New menu, click Return. A return must be associated with a ticket.</p> <p>Use the Return Detail view to add product and shipping information. After the return is complete, change the Status to Closed.</p>
Creating and assigning contracts	<p>On the New menu, click Contract. Contracts may be based on days, hours, incidents or monetary value, or may be perpetual.</p> <p>In the account's detail view, click the Contracts tab to see if a contract exists, and the type of contract.</p>