



The “Hot Sauce” Selling Software

User Tutorial

Ignite your Countertop Profits

Powered by:



How To...

Page & Topic

3. Accessing the App & Website
4. Logging In & Entering Customer Information
5. The Shopping Experience
6. Checking Out
7. Completing the Sale
8. Continuing the Sale

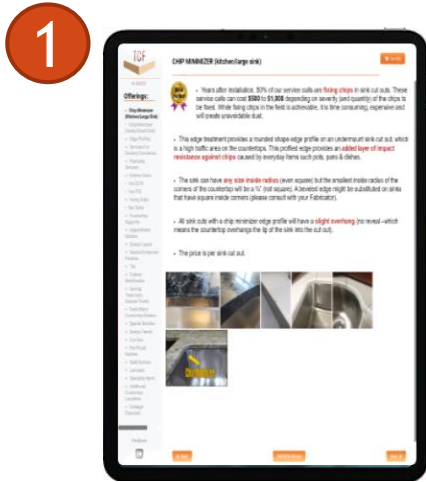


Accessing the User App and/or Website

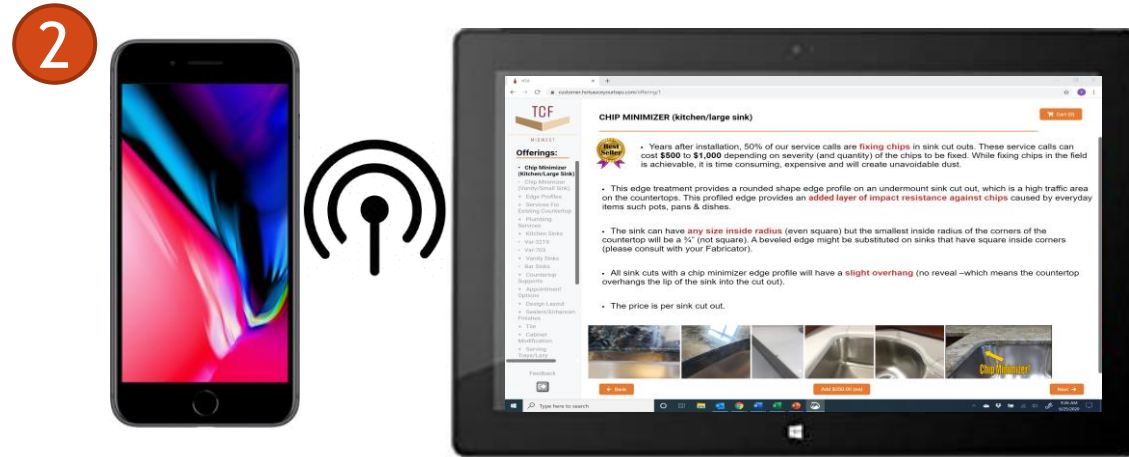
1. Download “Hot Sauce Your Tops” onto iPad or Android Tablet. App is “cached”/ fully functional.

OR

2. Hotspot to any tablet (including Surface) and run off website:
<https://customer.hotsauceyourtops.com/login>



iPad or Android

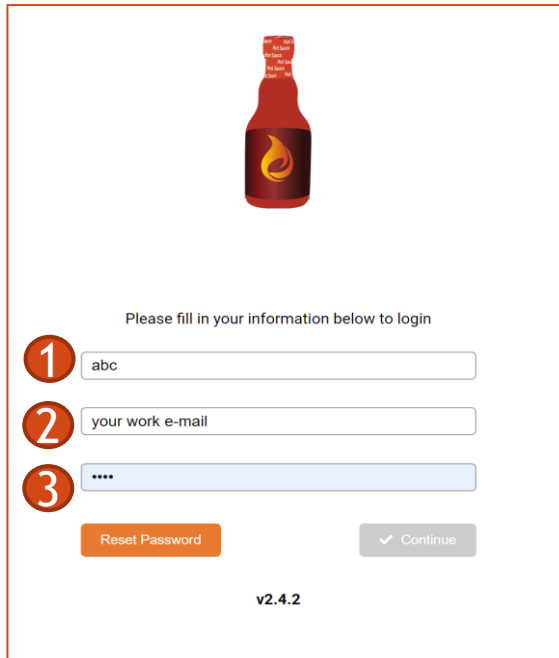


HotSpot to any Surface or laptop/tablet/computer

Logging In and Entering Customer Info

Logging In

1. Enter your company abbreviation (usually 2-4 letters)
2. Enter your work e-mail
3. Your default password is: first initial, last name
 - (ex. Jon Smith= jsmith)



The Hot Sauce™
Countertop Selling
Software

Powered by
IGNITE
SOLUTIONS, LLC

Enter Customer Info Below:

4 12345
If none, write "none"

Sync With Moraware

5 Retail

Kitchen

6 Jon Smith
jonsmith@yahoo.com

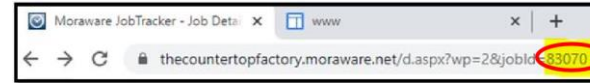
Hot Sauce Learning Center --

Logout Continue

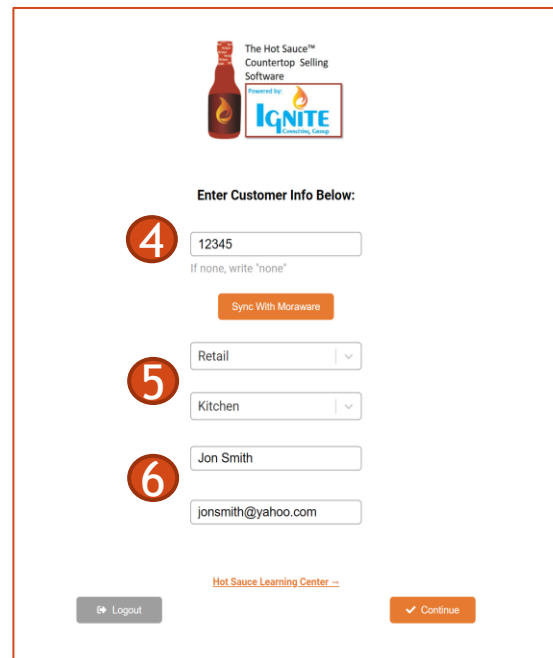
v2.4.2

Entering Customer Information

4. Enter the customer job number.
 - Each company creates job numbers differently).
 - If using Moraware/Systemize, enter the code at the end of the URL.



5. Enter the account type/source of business and job location.
6. If you are on Moraware/Systemize, the customers name and e-mail will auto-populate, otherwise enter manually.



The Shopping Experience

The screenshot shows a web browser at customer.hotsauceyourtops.com/offering/36. The page features a navigation menu on the left, a product title 'CHIP MINIMIZER (vanity/small sink)', a 'Best Seller' badge, a 'Shopping Cart' icon with 'Cart (0)', a detailed description of the product's benefits, a row of five 'From/To, Before/After' images, and navigation buttons: 'Back', 'Add \$125.00 (ea)', and 'Next'.

List of Hot Sauce items.
Note: Items with a "+" will expand when selected.

Shopping Cart

Description of details & benefits

From/To, Before/After Pictures & examples

Back, Purchase, or Next buttons.
Click "Add" to add item to shopping cart.

Checking Out & Completing the Sale

Checking Out

1. Review the customer order and adjust units for Sq. Ft and Ln. Ft items.
2. If you can collect payment, mark item as “paid.” If you are not able to collect payment (i.e. Field Measurers) mark “not unpaid.”

The screenshot shows a web browser window with the URL 'customer.hot sauceyourtops.com/cart/'. The page displays a shopping cart with 'Currently Selected Items' and 'Declined Items'. The 'Currently Selected Items' list includes:

Item	Price	Quantity	Unit	Status
CHIP MINIMIZER (kitchen/large sink)	\$300.00 (ea)	1	ea	Not Paid
EDGE PROFILE - CLASSIC OGEE	\$25.00 (l/ft)	13	l/ft	Not Paid
TEAR OUT/HAUL AWAY: LAMINATE	\$9.00 (sq/ft)	30	sq/ft	Not Paid
STEEL SUPPORT - FLAT BAR	\$135.00 (ea)	3	ea	Not Paid
SERVING TRAY/SMALL TRIVET (8"-12" square)	\$100.00 (ea)	1	ea	Not Paid
GARBAGE DISPOSAL - 1/2 HORSEPOWER (Moen GX50C)	\$150.00 (ea)	1	ea	Not Paid

Total: \$1,550.00

The 'Declined Items' list includes:

CHIP MINIMIZER (vanity/small sink)	\$125.00 (ea)	+
EDGE PROFILES	\$50.00 (l/ft)	+
EDGE PROFILE - BEVEL	\$0.00 (l/ft)	+
EDGE PROFILE - FULL BULLNOSE	\$10.00 (l/ft)	+
EDGE PROFILE - DEMI BULLNOSE	\$40.00 (l/ft)	+
EDGE PROFILE - TOP & BOTTOM ROUNDOVER (DOUBLE RADIUS)	\$10.00 (l/ft)	+

Red circles with numbers 1 and 2 are overlaid on the 'Not Paid' and 'Paid' buttons respectively in the 'Currently Selected Items' section.

Entering Customer Information

3. Scroll to the bottom of the page and have customer click the “opt-out of other offers” checkbox.
4. If the order is taken over the phone (i.e. edge profile decision or request for tear-out/haul away), click on the second checkbox for verbal approval.
5. If in person, have the customer sign in the box.

The screenshot shows a checkout page with a list of items and their prices:

NATURAL STONE FIRE PIT	\$299.00 (ea)	+
ADDITIONAL COUNTERTOP	\$300.00 (sq/ft)	+
GARBAGE DISPOSALS	\$750.00 (ea)	+
GARBAGE DISPOSAL - 1 HORSEPOWER (InSinkErator Evolution)	\$350.00 (ea)	+
GARBAGE DISPOSAL - BUTTON KIT (stainless steel)	\$75.00 (ea)	+
GARBAGE DISPOSAL - AIR SWITCH	\$99.00 (ea)	+

Below the list, there are two checkboxes:

- By checking this box, you agree to opt-out of the offers which have NOT been added to your cart. (Red circle 3)
- As the company representative, I have the Customer's verbal approval to finalize this purchase. (Red circle 4)

Signature section:

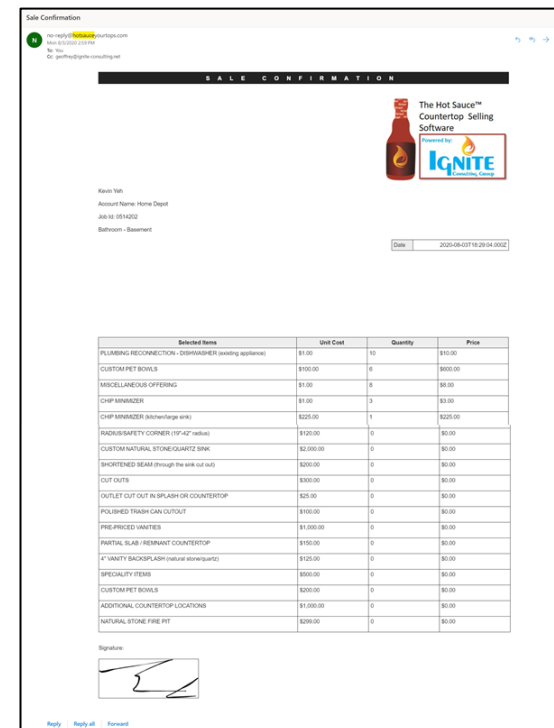
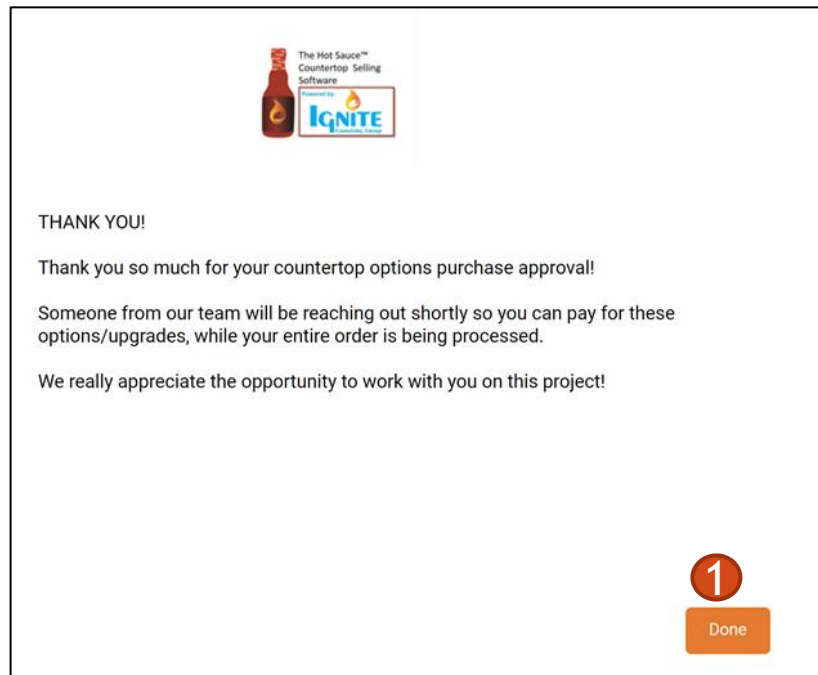
Signature: _____
Client: kevin
Client Email: yinrtr@hotmail.com

Red circle 5 is overlaid on the signature box.

Buttons: Clear Signature, Finish

Completing the Sale

1. Click on the “Done” button to complete the transaction which sends an e-mail confirmation to 3 parties:
 - The customer
 - You, the salesperson
 - Any other company employees who the Admin has designated to be notified.



For any additional questions...

- ▶ E-mail Kevin Yeh at Kevin@ignite-consulting.net
- ▶ Or schedule a refresher training session at: [Calendly.com/kevin2020](https://calendly.com/kevin2020)



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