The "Hot Sauce" Selling Software

User Tutorial

Ignite your Countertop Profits

How To...

Page & Topic

3. Accessing the App & Website

4. Logging In & Entering Customer Information

5. The Shopping Experience

6. Checking Out
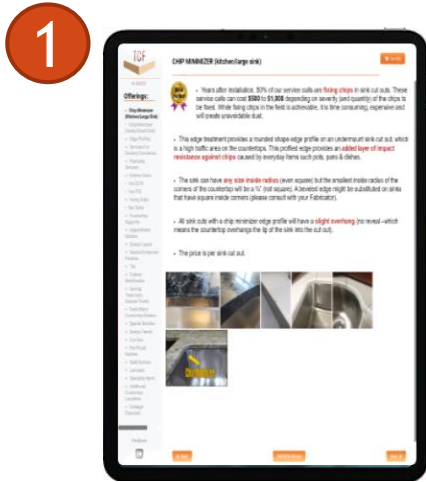
7. Completing the Sale

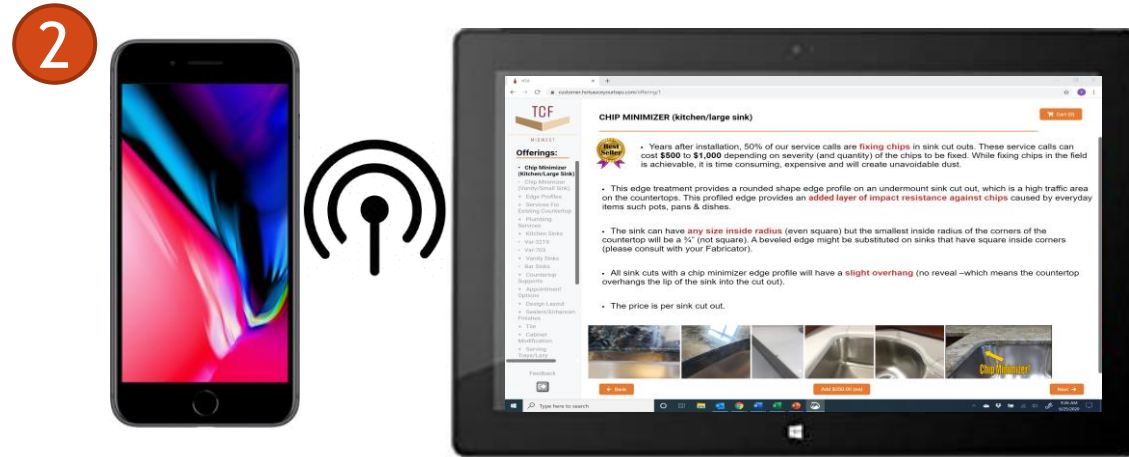8. Continuing the Sale

Accessing the User App and/or Website

1. Download "Hot Sauce Your Tops" onto ipad or Android Tablet.
App is "cashed"/ fully functional.

OR

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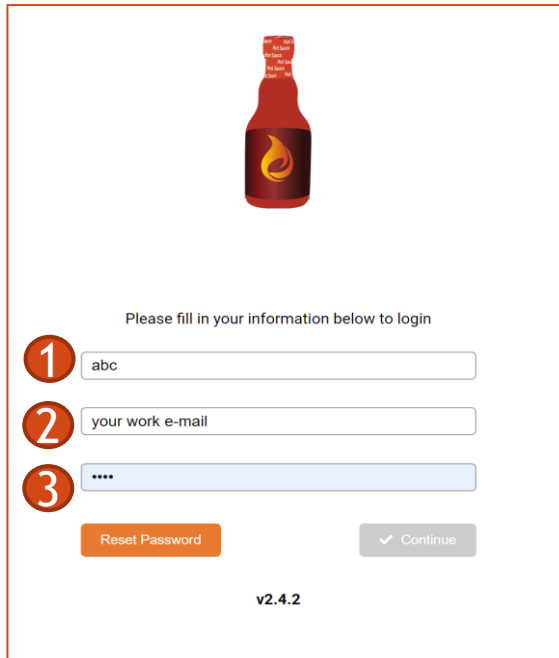

iPad or Android

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)
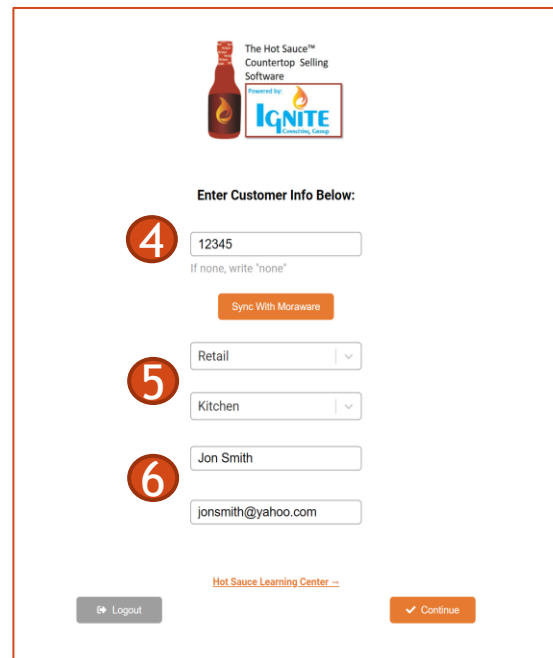

Entering Customer Information

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.
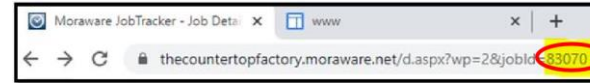
5. Enter the account type/source of business and job location.

6. If you are on Moraware/Systemize, the customers name and e-mail will auto-populate, otherwise enter manually.

The Shopping Experience

Shopping Cart

List of Hot Sauce items.

Note: Items with a "+" will expand when selected.

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."

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.

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.
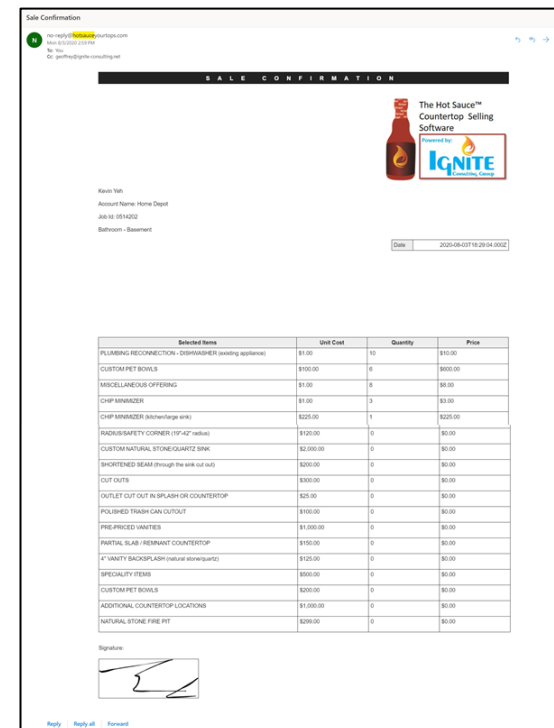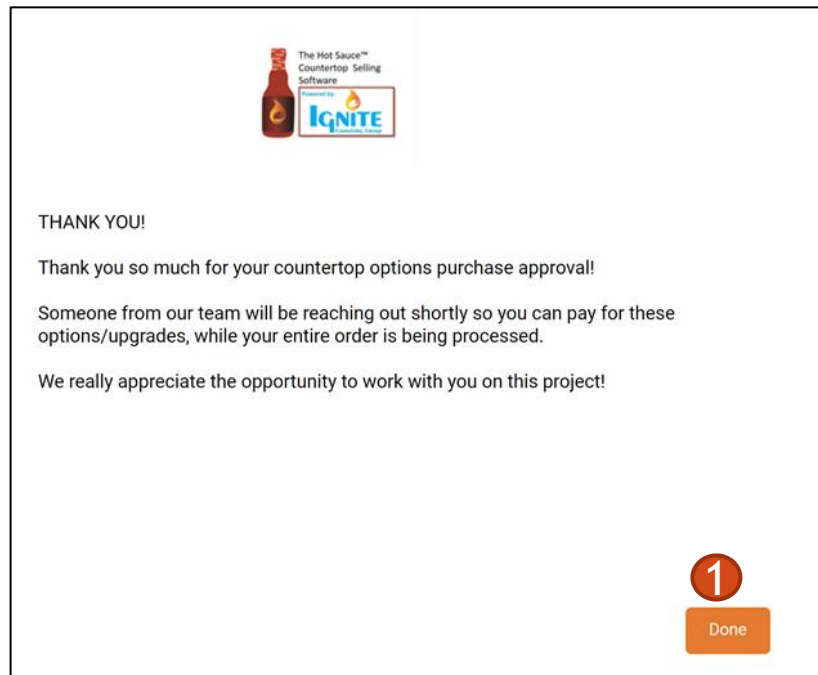
For any additional questions…

- ▶ E-mail Kevin Yeh at Kevin@ignite-consulting.net
- ▶ Or schedule a refresher training session at: Calendly.com/kevin2020

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