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Billing Info

March's transmit day for first of the month billing is Thursday, February 22nd.

2018 MACC Events

Registration is Open! Midwest Road Shows

Cedar Rapids, IA – March 13th
Fort Dodge, IA – March 14th
Hays, KS – March 21st
Topeka, KS – March 22nd
www.maccroadshows.com

MACC Users Group

April 17th – 19th
Chandler, AZ
www.maccusersgroup.com

MACC Trivia January Winner

Congratulations to **Julie Popp from Benton Communications** for winning January's MACC Trivia Challenge Contest.

Watch for MACC Updates for more chances to win, along with helpful tips & tricks and other important information!

We need to hear from you

by *Craig Aman, President & CEO*



I have a small favor to ask. Each year MACC sends out our Client Satisfaction Survey. We take this action because we truly want to know how well we have served you over the past year and what we can do to improve in the future. I urge you to please take a few minutes and complete the survey. By giving an honest assessment, you will help us ensure we are meeting and exceeding your expectations. The survey can be found here: <http://maccnet.com/survey/>

Your time is valuable so we made the survey as concise as possible while still getting the information we need. To show you why this information is so important to MACC, I wanted to share a few examples of how we use survey results.

- Our Product Team uses input from the survey to make decisions on what enhancements or new products to develop.
- MACC's Management Team uses survey results to ensure our employees are responding and resolving issues in a timely manner.
- Survey results help MACC's Management Team by confirming our employees continue to have a high-level of product knowledge.

The survey also provides a forum for you to pass along comments and suggestions. We truly take your opinions to heart. Whether it's praise, or you're letting us know there are things on which we can improve, we want to hear from you.

If you want to work with other members of your team to complete different parts of the survey, you can also download an easy to share printable version. The printable survey has instructions on how to send it back when complete.

This year's submission deadline for the survey is February 28th. While we do have a deadline for the survey, MACC associates are always ready to listen if you need help or have questions about our products and services. Your Software Support Representative, Account Manager, and Client Relations Manager are ready to provide assistance whenever it is needed. You can also reach out to me directly at caman@maccnet.com or 402-426-6222.

Thank you in advance for completing the 2018 survey. I look forward to reading your responses.

Featured MACC employee for the month of February



The MACC team has always consisted of many talented individuals, but as of last month, we have the honor of working with a world champion dancer. Fred Schmidt, a Senior Data Analyst, was named the United Country Western Dance Council's top-rated Male Points Champion for 2017. Not bad for a guy who had never stepped foot on a dance floor until 2015.

Fred's entrance into the world of dance started with the purchase of a beginner's package of three ballroom dancing lessons from an Omaha studio. He wanted to try his hand, or feet in this case, at dancing. Fred's wife, Denise, passed away in 2011, and he said was looking for something to get him out of the house.

The package was purchased in January of 2015, but Fred said he didn't rush to the dance floor. He traded e-mails with the instructor and eventually took his first lesson in April. He learned a two-step dance during his first lesson and then returned for the second. It didn't go so well.

"Lesson two was a disaster," Fred said. "The third lesson was already paid for, so I figured I'd give it one more shot and it was better."

After his initial lessons were over, he received a card in the mail from the studio.

"I thought it would be a note telling me thanks, but to think about trying golf or bike riding," he said. The note was indeed a thank you note, but his instructor, Elizabeth Edwards, also wrote he had started off very well. These words of encouragement were enough to bring Fred back to the dance floor for more lessons. He took lessons through the spring and into the summer. Eventually there was an opportunity to perform a demonstration dance for an audience.

The first of these demonstration dances was held at a local pumpkin patch that fall. Fred and Elizabeth performed a series of ballroom dances in the rustic setting provided by the pumpkin patches' stage. At the time Fred figured performing at a pumpkin patch would probably be the extent of him dancing in front of an audience. It turns out, Fred was just getting started.

He and Elizabeth went on to perform a showcase dance, which is done at the studio in full costume, for friends, family and the rest of the dancers. The showcase dance was followed by more lessons and Fred getting better each week. By the following June, Elizabeth had Fred dancing at his first competition, the Nebraska Invitational in Omaha. It was a ballroom event and the first time Fred had an opportunity to dance on a real ballroom floor.

Up until this point, Fred and Elizabeth were performing traditional, ballroom dancing. The pair opted to try a country routine and take it on the road to a dance competition in Chicago in August of 2016. Wearing special, lightweight cowboy boots, they performed dances like the cha-cha, the nightclub two-step, and swing all set to country music. As at all dance competitions, competitors were judged on their ability to keep time, move to the music, knowledge of steps, and overall presentation.

Fred said for him, the hardest part of dancing is keeping the beat as it's easy to get off it.

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February featured employee

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"If you've been dancing your whole life, you don't have to think about the beat," he said. "I still have to think about it."

Even if keeping the beat didn't come naturally, Fred was quickly becoming a good country dancer as the Chicago competition went very well. Dance student and instructor decided to stick with country and attend more competitions during the 2017 season. Their travels took them to Arizona, Alabama, Georgia, and Tennessee.

Fred and Elizabeth accrued points for each event they attended and for placing well in the judges' rankings for each of the seven different types of country dances they performed in five divisions. The couple's points continued to grow, but Fred wasn't aware of just how well he and Elizabeth were doing.

"I knew I was accumulating points, but I didn't think they would affect me," Fred said.

It turned out that Fred and Elizabeth were racking up points faster than almost any other dancers.

"I happened to notice the point totals on Facebook and I was third," Fred said. "I thought that had to be a mistake."

It wasn't an error. Fred was third out 432 dancers. At that point, they made a decision.

"We decided to finish this out...let's try to win this," Fred recalled.

They went on to competitions in Los Angeles and Dallas. While at these events, they won five division championships. These performances are what earned them the right to be world champions of their class. They also earned Fred the right to wear a belt buckle with the number of points he earned in 2017. They went to "Worlds" in San Francisco where they were recognized for their world championship status.

He said there were two motivating factors that pushed him to earn his title.

"It was fun. Even with all of the hard work it's fun," he said. "And there is nothing like a goal to get your attention and get you focused."

Fred also wanted to be successful for Elizabeth. She has danced competitively with other students in the past, but never gone as high into the rankings as she did last year with Fred. As a dance instructor, having a student crowned champion comes with an award, but more importantly, it illustrates how good of an instructor she is.

"It's a real credit to Elizabeth," Fred said. "We partner dance and we're a team. Without her belief in me, I wouldn't have done any of this."

As a champion, Fred has the right to defend his title and he said he is considering doing so. He may cut down on the number of competitions he attends this year, but take steps to earn more points at each event. This would mean adding additional dances to his routine like the more difficult triple-two or the more structured line-dancing. Also, Fred would like 2018 to be a year for learning new steps and participating more in social dancing. Wherever Fred goes from here, he has one definite goal in mind.

"I want to be a better dancer," he said.

Here's "What's Cooking" when you join MACC on the road

by Kristi Rounds, Creative Services Coordinator

MACC is serving up lots of great tips and tricks on the road to bring you training and the latest news on our products and services. Starting in mid-March, our Midwest Road Shows will be in Kansas and Iowa. After that, we are heading west to the MACC Users Group in Chandler, Arizona. Details and registration for both events are now available.

Remember that each of these events are open to all MACC clients, regardless of where your company is located. Wherever you call home, we are always happy to see you at our spring events.

2018 MACC Midwest Road Shows

Complete details, and a form to register for the Road Shows, are available at: www.maccroadshows.com.

This year's Midwest Road Shows will make the following stops:

Cedar Rapids, Iowa on March 13th
Ft. Dodge, Iowa on March 14th

Hays, Kansas on March 21st
Topeka, Kansas on March 22nd

Road Show agenda topics include...

- Customer Master Year in Review
- Customer Master & Accounting Master What's Coming in 18.1
- Web Self-Care
- Accounting Master Reporting, CM eMACC and much more!

2018 MACC Users Group

Are you ready for a new batch of training? Then plan to attend this year's MACC Users Group held April 17th-19th at the Wild Horse Pass Hotel & Casino in Chandler, Arizona. Complete details, and a form to register for the Users Group, are available on the event's website: www.maccusersgroup.com.

The event is split into two parts, one for Customer Master and one for Accounting Master. This arrangement allows for more in-depth discussion on each product. Attendees have the option to sign-up for sessions on either of the individual products or can attend both at a combined rate. Here is a sneak peek at a couple of sessions that we have mixed up for you!

Outside the (pizza) Box: MACC Mobile – Customer Master

MACC Mobile is a powerful tool ... and it's definitely outside the "box" of processes so many of us have been used to for years. We are going to show you how to be more efficient every day – if your company has never used MACC Mobile, you are going to want to stew over the things you learn in this class. If your company already uses MACC Mobile, you are going to see a whole bunch of exciting new features!

Accounting Master Customization + Options

When you combine just the right ingredients in Accounting Master, you will find it can be very easy to use. This session will focus on optimization tips that will help you be more efficient than ever!

If you have any questions on the MACC Road Show or Users Group, please contact Kristi Rounds at 402-533-5184, krounds@maccnet.com or JoEllen Maras at 402.533.5117, jmaras@maccet.com. We look forward to seeing you on the road!

Best Practices for Inventory Batch Posting

by *Tim Carlson, Training Conversion Analyst*

If your company uses inventory, we strongly recommend performing your batch posting process at least monthly, if not weekly.

By performing this process on a regular basis, it will make it easier to reconcile your inventory. We've found that when companies perform this step less frequently, it makes reconciliation more cumbersome. Before performing inventory batch posting, you can review all inventory transactions that will be posted by running the Inventory Transaction Listing report for the desired date range and filter the Status column to Open. Additionally, you can run the Inventory Balancing Report for the period and this will show a summary of all transactions by item and location.

To complete inventory batch posting, select Batch Posting from the Inventory Suite or Packages – Inventory – Batch Posting. After selecting the company, beginning, and end date that you want to process, select the Pre-Batch Edit Report button. This will provide you with a listing of all transactions that have occurred between the selected dates, along with general ledger account, value, and period information. If satisfied with the transaction information displayed in the report, close it and select the Post Entries button to complete the process. You will then get the Journal Entry Posting Report showing the selected transaction with the Journal Entry Number created.

One common issue we see are Purchase Orders that need to be reconciled and closed for a specific period are not until after batch posting has been completed and the period closed. It is important to review these purchase orders and reconcile them so that any inventory adjustments for freight or taxes be posted correctly.

If you are unsure of any of these steps, we recommend refreshing your understanding of these processes by taking one of our Inventory or Purchase Order web training courses.

Beef Tamale Pie

Recipe Courtesy of Sarah Rosterman, Account Manager

- 2 lbs ground beef
- ½ cup chopped onion
- 1 can nacho cheese soup
- 1 jar salsa
- 1 can diced green chilies
- 1 can chopped olives
- 2 boxes Jiffy Corn Muffin Mix
- 1 – 2 cups shredded cheese

Cook ground beef and onion until no pink remains. Drain. Add the next 4 ingredients. In a separate bowl, make Jiffy Corn Muffin Mixes according to directions. Spray 9 x 13 pan with Pam, then spread in half of the muffin mix. Pour meat mixture over and spread evenly. Spread remaining muffin mix.

Bake 30 minutes at 375. Sprinkle shredded cheese on top once it's removed from the oven. Serve with sour cream, guacamole, and salsa.

In the news: **Meltdown** and **Spectre** exploits

by *MACC's Tech Support Team*

Have you ever watched a good sports match where both teams seem to score at will? That's how it sometimes feels when watching or reading the news. There is always a new exploit or another vulnerability discovered and as soon as you make sure you're safe from one, another one pops up.

The latest news has been about **Meltdown** and **Spectre**. These vulnerabilities exist at the hardware level and, as it turns out, have been around for many years. By now, most of you have undoubtedly heard of these threats and we want you to know that they have our attention as well. We continue to keep an eye on the progress that's being made by various manufacturers as they attempt to remediate such a widespread security flaw. Things have been a bit chaotic lately as some patches have been successful while others have been retracted due to problems with instability and performance. These inconsistencies will eventually get worked out and we will continue to make adjustments as progress is made.

The good news is that there are a number of factors that limit the potential risk of Meltdown and Spectre. First, an intruder needs to attack a system known to have the vulnerability. The intruder also needs direct access to the vulnerable system, and needs to have the ability to install and run an exploit on that system. Because of this, good security hygiene can play a key role in keeping these risks at bay.

Here are some simple security practices that can significantly lessen your risk of an attack:

1. Keep your antivirus endpoint software up to date.
2. Ensure all of your systems are updated on a continuous basis. This includes Windows Updates as well as other hardware and software updates that are periodically released by the manufacturers.
3. Ensure that your web browsers are routinely updated to the latest version. Some of the more popular web browsers would include Microsoft Edge, Google Chrome, and Mozilla Firefox.
4. Check your firewall, if it needs updating or replacing, do it now. SonicWALL states their latest generation firewalls are immune to the exploits and their gateway antivirus can identify and stop future attacks.
5. Replace those older workstations. Workstations running Operating Systems like Windows 7 or 8 are more vulnerable to exploits due to the many security patches they need to be current. Windows 10 was built with enhanced security in mind so, if you haven't made the change, now is a good time to upgrade to Windows 10.
6. Pay attention to the websites you are visiting and the emails you are opening. Exploits and vulnerabilities almost always happen through web browsing and email.
7. Never use a mission critical server as a workstation.

We take security very seriously at MACC and have been working hard to develop a culture of security awareness. We are committed to offering our best to help you strengthen your defenses. If you have any questions, or if there is anything we can do for you, please don't hesitate to contact your MACC Tech Support Team and we will be happy to help! We can be reached at 402-533-5300 or via email at macctechn@maccnet.com.