

2019 USER FAIR

DO MORE; WORRY LESS

SETTING UP
DISCOUNTS/
MARKDOWNS



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Dave Hagen

Primary roles at LPA:

- Customizations
- Counterpoint installs / Data conversions
- Counterpoint Upgrades
- Data mining / Auditing
- Tier 2 Support



AGENDA

- Contracts / Promotions / Specials
- Planned promotions
- Bogos
- Setting Minimum & Target Margins
- Mark down report
- Price sheets

