



MANAGEPRO 7 - BETA VERSION TO RELEASE MONDAY, SEPTEMBER 25TH

ManagePro 7 is releasing in beta version to current ManagePro 6 users who are using either ManagePro Solo or Team versions (including MPro-Link). If you are using a combination of ManagePro and MProWeb licenses, this beta version will not work for you.

When will the final version release? We expect to do the final release of ManagePro in two stages:

- 1. The first release stage will be for all ManagePro users who are not utilizing MProWeb licenses within their licensing structure, and we expect that to be released by October 15th - depending on feedback from our beta group.
2. The second release stage will be for all ManagePro users who are using MProWeb licenses as part of their licensing structure. We expect that to occur by November 1st (with beta versions available the 2nd half of October).

Want to start using ManagePro 7 next week? If you would like to be part of our final beta group and start using ManagePro 7 next week, please note the following:

- 1. You'll need to click the following link to send us an email with your name, company name, phone number and email address. We'll contact you next Monday with instructions and a link to upgrade your current ManagePro database to the new ManagePro 7 version.
2. You'll be asked to report any bugs you encounter with a simple email form and to participate in a brief feedback survey process.
3. You'll be provided with:
o An online FAQ (frequently asked questions) containing specific directions for installing ManagePro 7 and upgrading your current ManagePro 6 database to a ManagePro 7 (Microsoft SQL) format, as well as answers to common "How do I...?" or "Where is...?" questions.
o A link to an online chat box for immediate access to our support staff if you have a question during business hours.

Here's the link again if you would like to participate in our beta group - ManagePro 7 Beta Group.

PS. If you do not have a current copy of ManagePro, you should upgrade within the next two weeks. Why? Because after ManagePro 7 releases, the upgrade price will be increasing. All ManagePro 6.9 users with a current annual maintenance contract will receive an upgrade to ManagePro 7 at no cost.

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WHAT SEPARATES THE USERS WHO GET THE BIGGEST ROI FROM USING MPRO... FROM THE REST?

Want to know what separates our clients who generate the biggest successes from the rest of the pack? It really boils down to three consistent themes. It's surprisingly consistent and simple, but it does take action, not just comprehension or understanding. Let's pull the curtain back and take a look at what the three themes are:

- 1. They practice an active, regular form of focus and accountability. We've got lots of phrases to turn that into memory aids. You probably know them or have your own favorites. They sound like:
a. Don't expect what you don't inspect or
b. Follow-up drives follow-through
• In contrast, our lower performing groups are led by management teams that seem to provide focus and accountability, but it isn't

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ON A SIDE NOTE:

MANAGEPRO 7 DEMO OVERVIEW

We've put together a brief overview of the program. Please take a moment to review, its informative and hopefully will whet your appetite for the release of ManagePro 7.

Click to View the Demo



teams that aspire to provide focus and accountability, but it isn't regular. They have a consistent record of not regularly putting into practice what they aspire to. If you looked at their week and asked when have they been through a review with each of their key direct reports, looking at objectives, what's the supporting action plans, and the quality of progress updates... you'd get a consistent response... something like "I didn't have time". And in truth they don't, or more accurately it isn't prioritized in their schedule, a schedule in which there is never enough time to get around to it all.

2. **They all successfully worked through staff resistance** to being held to higher focus, accountability and documentation levels. Michael Shrage, in his article "It's all about execution" clearly pointed out that the key to innovation is the ability to overcome resistance. Overcoming resistance is the single largest differentiator between those who make a change and those who stick with the status quo. Here's a couple of other pithy quotes from his article in CIO magazine:

- "Despite the fervent hopes of bright people with brilliant ideas, successful innovation can't be divorced from successful implementation."
- "Nothing in the business world is more overrated than a good idea... Simply put, good ideas are cheap, good implementations are not."
 - In contrast our lower performing groups have a track record of trying, but consistently get derailed when they run into resistance from their staff. They not only get defeated by other's resistance, they get defeated by their own inconsistency in addressing it.

3. The third one may surprise you. **They use PST's coaching staff to hold them accountable to stay on track**, to keep prioritizing focus and accountability, and to effectively deal with both obstacles and resistive people that get in the way of raising performance.

- This group spends a range of 1 to 5x on coaching and implementation for every dollar they spend on software.... Why? Simple it generates the results they are looking for.
 - In contrast, our lower performing groups spend very little on coaching, and only a little more on training. When combined it represents only a fraction of the total they spent on software. It's an entirely different mind set. A different approach to generating improved performance, and results in very different ROI outcome levels.

Reality Time:

- Here's an example: In the past 12 months one of our customers spent \$1.50 in coaching for every
- \$1 dollar they spent in software
- and generated \$176 dollars in increased revenue for every \$2.50 they spent in software and coaching. This meant they made millions on the project.

What could you do if you played in our higher performing group? Why not contact us and get started this month. We can help. We are in and out of dozens of businesses every year and we can quickly and affordably help you get the ManagePro and MProWeb software configured and populated and the people issues resolved so that it helps you reach the objectives you intended when you purchased it. Whether its tracking profitability across customers with scorecards or setting up the program to manage your meetings and reduce the amount of time spent in meetings - we can help. And we provide the service at your site, or over the phone and web at a time that is convenient for you.

Go ahead,
Give us a call and let's talk about how to make those high ROI's real for you
Give us a call today at (877) 487-3001

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IMPORTANT: "CLEAN-UP" YOUR DATABASE BEFORE CONVERTING TO MANAGEPRO 7

ManagePro 7 uses a standard Microsoft SQL database. It automatically installs a free version of Microsoft SQL express or you can use a license of Microsoft SQL 2005. The database is much more robust and capable than the original ManagePro database we've been using all these years... which is a good thing.

What the larger, more capable database won't do is help you clean up your database, if your structure is messy. What do we mean by that?

If you look in the top goal planner and you don't see a natural progression of goals and projects by business department or region, if you don't see clear action plans indented underneath each goal or project... then you've got a messy database. It's not unlike a garage where you've got stuff stored and thrown in, in all sorts of places - it's all there, but is hard to find and hard to navigate around.

Disorganized databases tend to have goals, action steps and tasks all mixed together on the same level of indentation. It's as if no one could agree where to put stuff or they just plugged it in at the first convenient spot. You don't want that. For more information, [click here](#).

Why is it important to clean up your database before using ManagePro 7... will something get broken or lost?

No, switching to ManagePro 7 with a messy database will not cause any data to be lost. It will, however, make it harder to come up to speed on the new interface. This is an entire rewrite of ManagePro, and as such, the interface will be different. You want to minimize your challenges when making a switch, and if your data is disorganized, it just compounds the challenge of getting comfortable in a new environment. Note, for 99% of our users, you don't have to worry about deleting old records to clean up your database, as MS SQL has plenty of capacity to store all of your old records. And you can hide them from view until needed, using the "Hide Done Items" feature.

So here's the Challenge - Clean up your database before upgrading to ManagePro 7, it will give you a clean, organized framework to work with the new freshly designed program, and help you get up to speed quickly and effectively in version 7.

Here's the Help - Our coaching staff can do wonders to help you in just an hour or two on the web and phone - helping you organize, simplify and clean-up your database. But we have thousands of users and only limited time and staff, so if you want to take advantage of our resources, be sure to **call us today at the following toll free number to set up an appointment (877) 487-3001. The cost is \$150/hour.**

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Looking forward to your feedback on the new beta version of ManagePro 7.

Rodney Brim, Ph.D.
CEO, Performance Solutions Technology, LLC

P.S.

As we collect some feedback on the new software, we'll start posting the comments on our site next month. We'll also be starting an online education service to help you get access to our video based, just-in-time training modules. We'll tell you all about it in the October newsletter.

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PO Box 2157 | Harbor, OR 97415 | (877) 487-3001 | Fax: 800/645-6618

email: pst@managepro.com | Technical Support email: mis@managepro.com | International Fax: 011-240-248-3035

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