

BUSINESS PARTNERS

Cougar Mountain Software began its Business Partner program shortly after the company was established in 1982. Though the program has evolved over the years, it has remained true to its fundamental goal of creating a genuine partnership with its resellers. The close relationship between Cougar Mountain and its Business Partners has aided everyone to succeed further than they would have alone.

The program thrives because the Business Partners are continually supplied with the best solution for their clients' needs – along with exceptional support from the programming, technical support, sales and marketing departments.

Cougar Mountain Software holds a Business Partner convention each year for the resellers. The agenda includes product training, sales techniques, product development updates and a marketing update. You have the occasion to meet and interact with Cougar Mountain Managers and network with each other – a number of the BPs work together on projects and find the convention an opportune time to exchange ideas.

Cougar Mountain offers comprehensive training so you will have the knowledge you need to be successful. Cougar Mountain extends *free* training to all new Business Partners. Classes are personalized and held in small groups of Business Partners. They are designed to provide our Business Partners with the tools to sell, train, and support the Cougar Mountain products.

With our many distinct products, you can sell to the business accounting, non-profit accounting, and point of sale markets! After you become proficient on one Cougar Mountain product, learning the others is easy because all of the principles are the same. And you only have to work with one company to provide a solution to so many different clients.



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Becoming a Cougar Mountain Business Partner may prove to be one of the best decisions you've ever made. As a Cougar Mountain Business Partner you will sell quality products that you can believe in at affordable prices. You will have the excellent support and product flexibility you've been looking for. And with comprehensive training available absolutely *free*, Cougar Mountain is your key to success.

If you are a CPA interested in offering your clients the additional service of accounting software sales and installation, then Cougar Mountain is your answer. If you are a business consultant who advises clients on their accounting systems and financial management, then Cougar Mountain is for you. If you are a point of sale consultant who knows that the future of point of sale is in offering total business solutions combining the best point of sale and accounting capabilities, then Cougar Mountain is your answer.

Getting started as a Cougar Mountain Business Partner is easy. Just fill out your application and fax it in. Once your application is approved and your initial products are purchased, your Business Partner status will be activated. This entitles you to benefits such as complimentary product brochures, software demos, a marketing kit to get you started, and of course, your Business Partner discount.

Cougar Mountain Software is a vibrant company that has been experiencing phenomenal growth. Now is the time to get involved with the company that sets the standards for high quality business accounting, non-profit accounting, and point of sale software.

"As a CPA, I have customers in different industries, sizes, and requirements. I was looking for a flexible package that I could use for my business and recommend to my clients. I chose Cougar Mountain Accounting 6 years ago and I'm still glad I did."

Ray Cook, CPA
Bridgeport, Texas

