



Login Lowdown

► by **Kasey Brown**, associate editor

Sale data

Recordkeeping is one of this month's 35 Keys to Success, and AAA Login is the perfect medium in which to keep records organized and updated. Judging by the size of our September and October issues, the fall sale season has been an exciting and busy time for Angus breeders. Keep track of your sale data with AAA Login.

Keeping records online

By keeping your sale data recorded in AAA Login, you can better plan for the future by readily accessing your records. Chris Stallo, vice president of operations for the American Angus Association, explains that you can enter sale lot numbers, price, sale date, sale type (auction, sale barn or private treaty), footnotes and comments.

Additionally, you can add up to three photos of the animal, and designate a primary photo. You can add information to individual animals by searching, or import sale data from an existing file.

Everyone knows that there is no one-size-fits-all method of keeping records, and

AAA Login lets you customize how you track your sale data. You can keep track of price

and sale information in many different ways, depending on which features you use most frequently. You can enter or view information in Sale Data, Buyer Contact & Information, Animals Transferred History, and Custom Animal Report.

New features to Sales Data are in the works, says Stallo, so keep an eye out for a sale averages report and an invoice for sales. Good

records are a necessary aspect of a successful business, and AAA Login has plenty of ways to help keep records a little more organized.

Click the video in the digital replica or visit [https://www.youtube.com/watch?v=ncfFvvWj85s&](https://www.youtube.com/watch?v=ncfFvvWj85s&feature=youtu.be)

[feature=youtu.be](https://www.youtube.com/watch?v=ncfFvvWj85s&feature=youtu.be) to learn how to navigate the Sale Data on AAA Login.

If you have any feedback on the "Login Lowdown" columns, please let me know at kbrown@angusjournal.com.

Editor's Note: This column is written by Associate Editor Kasey Brown. She can be reached at kbrown@angusjournal.com or 816-383-5277.

