DANCE STUDIO MANAGEMENT SOFTWARE SURVEY 2018

Published August 3, 2018

Tututix

ONLINE DANCE RECITAL TICKETING

ABOUT THE SURVEY

"Dance Studio Management Software" refers to software packages designed for and primarily marketed to dance studios. This type of software typically aims to automate and streamline core business processes, thereby adding value to the studio owner or operator. Normally, software is sold as "turnkey," meaning that the studio stakeholder is responsible for using it for the benefit of the business.

The 2018 survey questions are based on our previous surveys, which were built with the input of a team of studio owners and dance industry subject matter experts; the 2018 survey also incorporates suggestions from respondents to the **previous surveys**. Multiple choice answer options were presented in randomized order to ensure the most accurate response totals. It was launched via email to over 22,000 studio owner/ operators on July 16, 2018.

The survey was closed on July 27, 2018 with 1,209 complete, verified responses.

STUDIO MANAGEMENT SOFTWARE PRODUCTS SURVEYED:

ClassJuggler

http://www.classjuggler.com

CompuDance

http://www.compudance.com/

DanceStudio-Pro

http://dancestudio-pro.com/

DanceWorks

https://www.akadasoftware.com/danceworks-online-homepage/

iClassPro

http://www.iclasspro.com/

Jackrabbit Dance

http://www.jackrabbitdance.com/

MindBody

https://www.mindbodyonline.com/

School Empower

http://www.schoolempower.com/

Studio Director

http://www.thestudiodirector.com/

Do you (or does your studio) use dance studio management software?

Yes 82.2%

No 17.8%
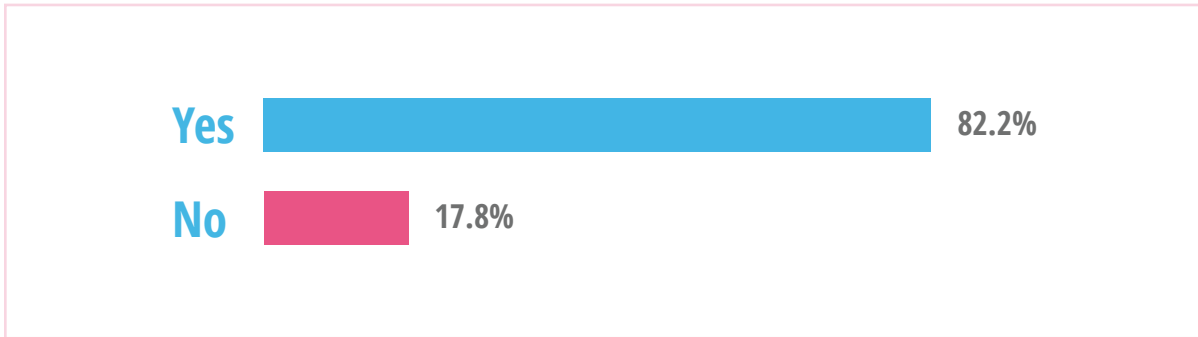
How important are these features of the software?

Billing / Payment Processing

Email / Text Communication

Class Management

Online Registration

Customer Relationship Management (CRM)

Attendance Tracking

Point of Sale

Recital Planning

Costume Management

Resource Management

Website Maintenance

Staff Scheduling

Staff Time Clock

Not Important   **Very Important**
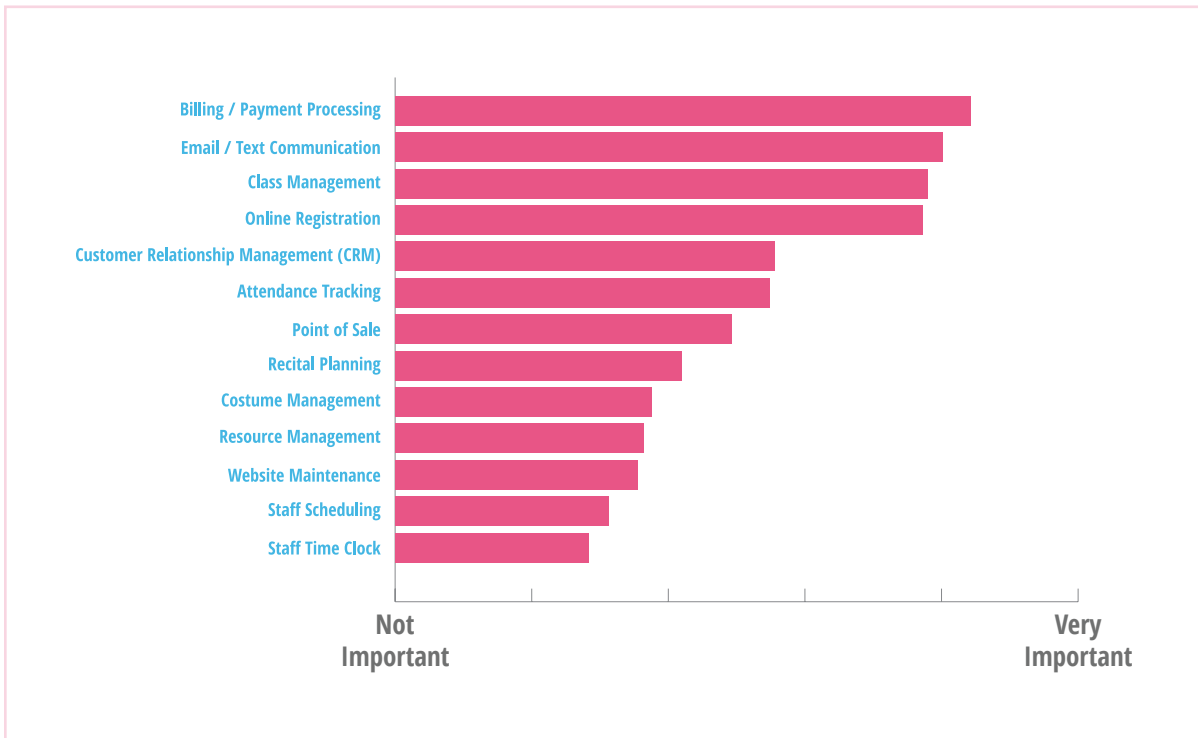
Which dance studio management software do you use?

ClassJuggler
4.2%

CompuDance
3%

Other
4.4%

DanceStudio-Pro
12.5%

Studio Director
28.9%

DanceWorks
4.9%

iClassPro
1.8%

JackRabbit Dance
36.4%
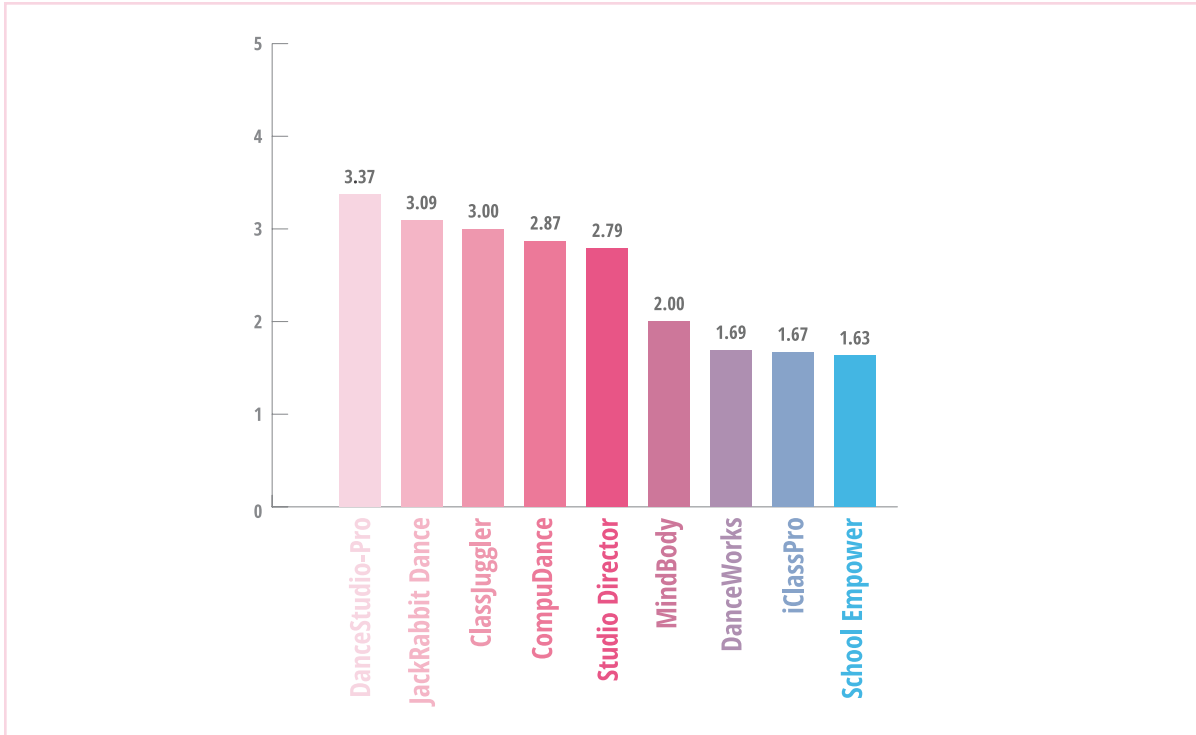
School Empower
1.6%

MindBody
2.8%
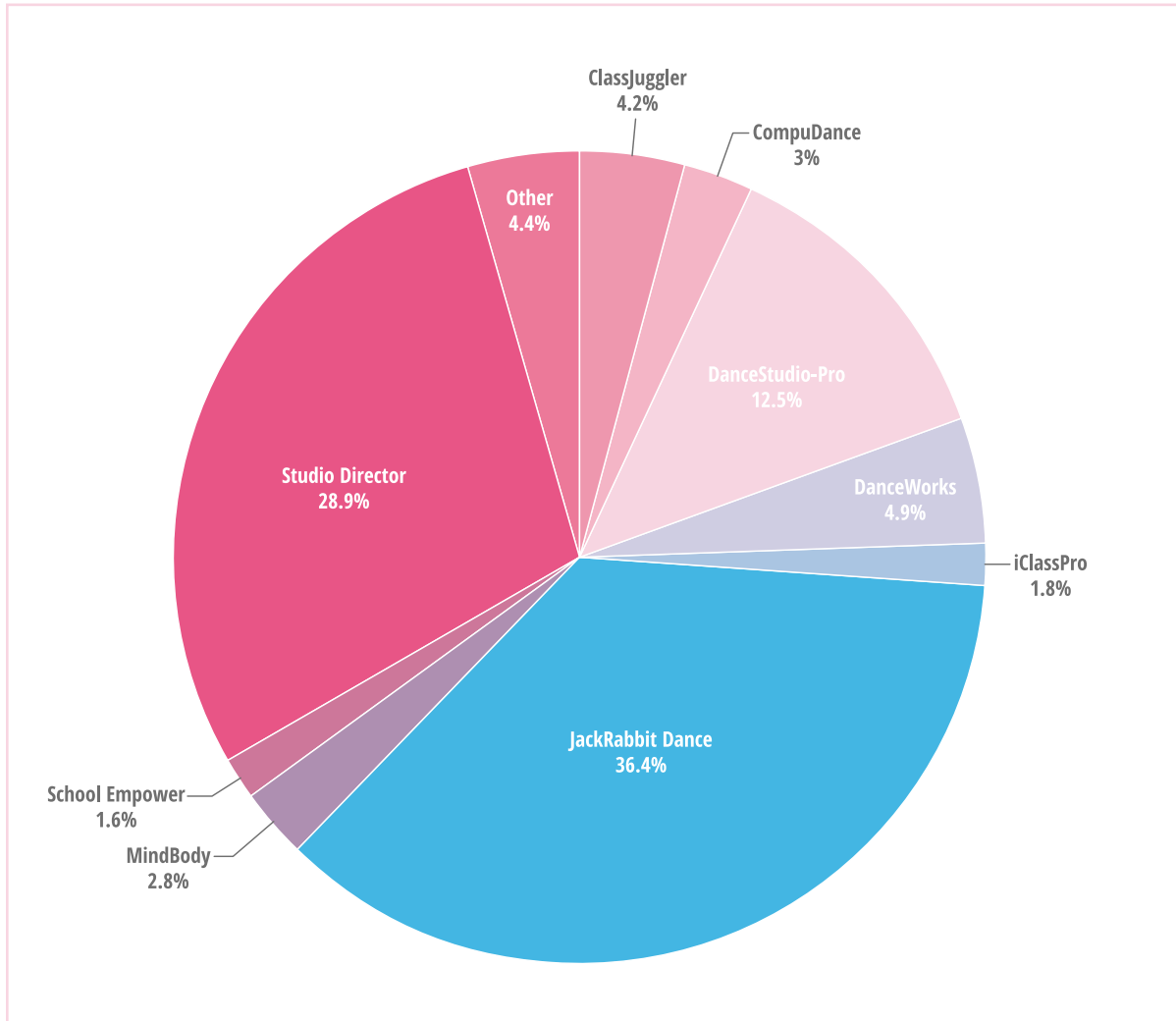
OTHERS (LESS THAN 1% EACH):

- ClassBug
- Clover
- Custom Software
- Dance Studio Manager
- Dance Manager
- Jam Spirit Sites
- PunchPass
- Primetime Scheduler
- QuickBooks
- Recreation Management
- Rain Maker
- Triple Threat
- TutuTix
- Wellness Living
- Zen Planner

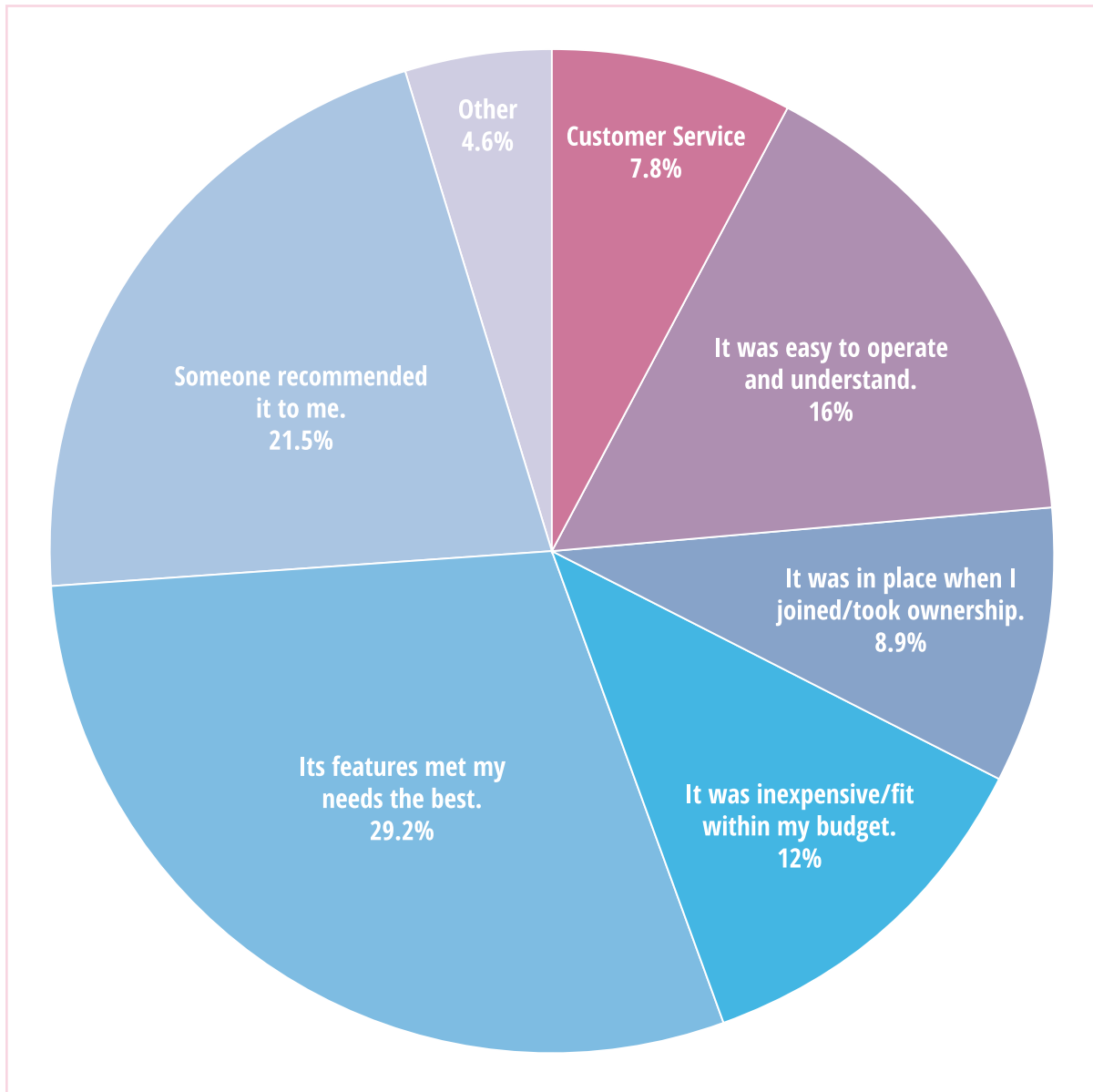# How satisfied are you with the management software that you use?

Extremely Satisfied	36.5%
Somewhat Satisfied	42.7%
Neutral	9.7%
Somewhat Dissatisfied	6.5%
Extremely Dissatisfied	4.1%
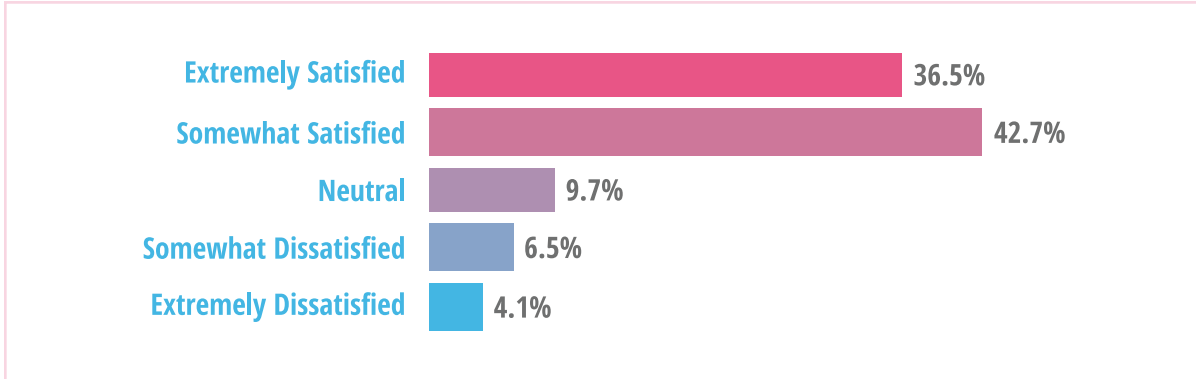
Weighted Satisfaction with Individual Products*

Product	Score
DanceStudio-Pro	3.37
JackRabbit Dance	3.09
ClassJuggler	3.00
CompuDance	2.87
Studio Director	2.79
MindBody	2.00
DanceWorks	1.69
iClassPro	1.67
School Empower	1.63

* Weighted satisfaction scores are derived by assigning values ranging from -5 (Very Dissatisfied) to +5 (Extremely Satisfied) for satisfaction ratings, then divided by the total number of respondents rating each individual product.

What was the primary reason you chose that provider?

Other
4.6%

Customer Service
7.8%

It was easy to operate
and understand.
16%

Someone recommended
it to me.
21.5%

It was in place when I
joined/took ownership.
8.9%

Its features met my
needs the best.
29.2%

It was inexpensive/fit
within my budget.
12%

PROVIDER-SPECIFIC "OTHER" REASONS FOR CHOOSING SOFTWARE:

ClassBug
- Inexpensive and easy to operate and understand.

CompuDance
- Some systems did not work with how we structure our fees.
- Used it at a previous job.

Dance Manager
- It was the only program available 30 years ago.

DanceStudio-Pro
- Price, features, visually appealing, and ease of use.

DanceWorks
- Owner of the studio made the decision.

MindBody
- I've used it at another studio before.
- Currently using but switching due to raising prices and reducing services.

PunchPass
- It was affordable and offered a beta test and pricing.

Recreation Management Software
- RMS was developed for use by our Centers.

Studio Director
- We loved JackRabbit but their credit card processing took way too long to hit our account, so we had to switch.
- The owner chose it.
- It just seemed that it was a good fit for the business at the time.
- Was recommended and had great customer service.
- Someone I know was using it.
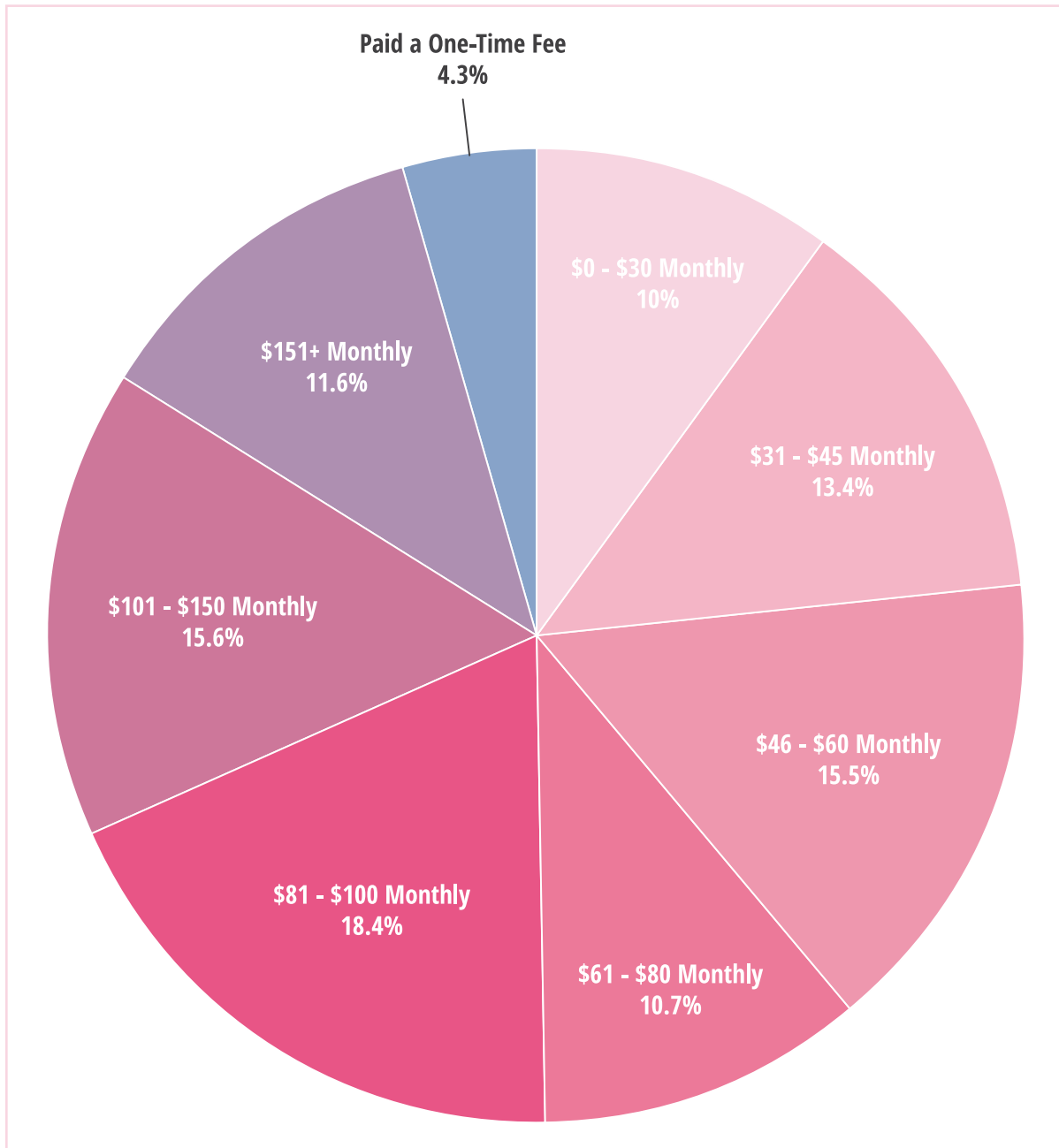
Zen Planner
- Advanced reporting functions.

Custom Software
- I wrote it myself.
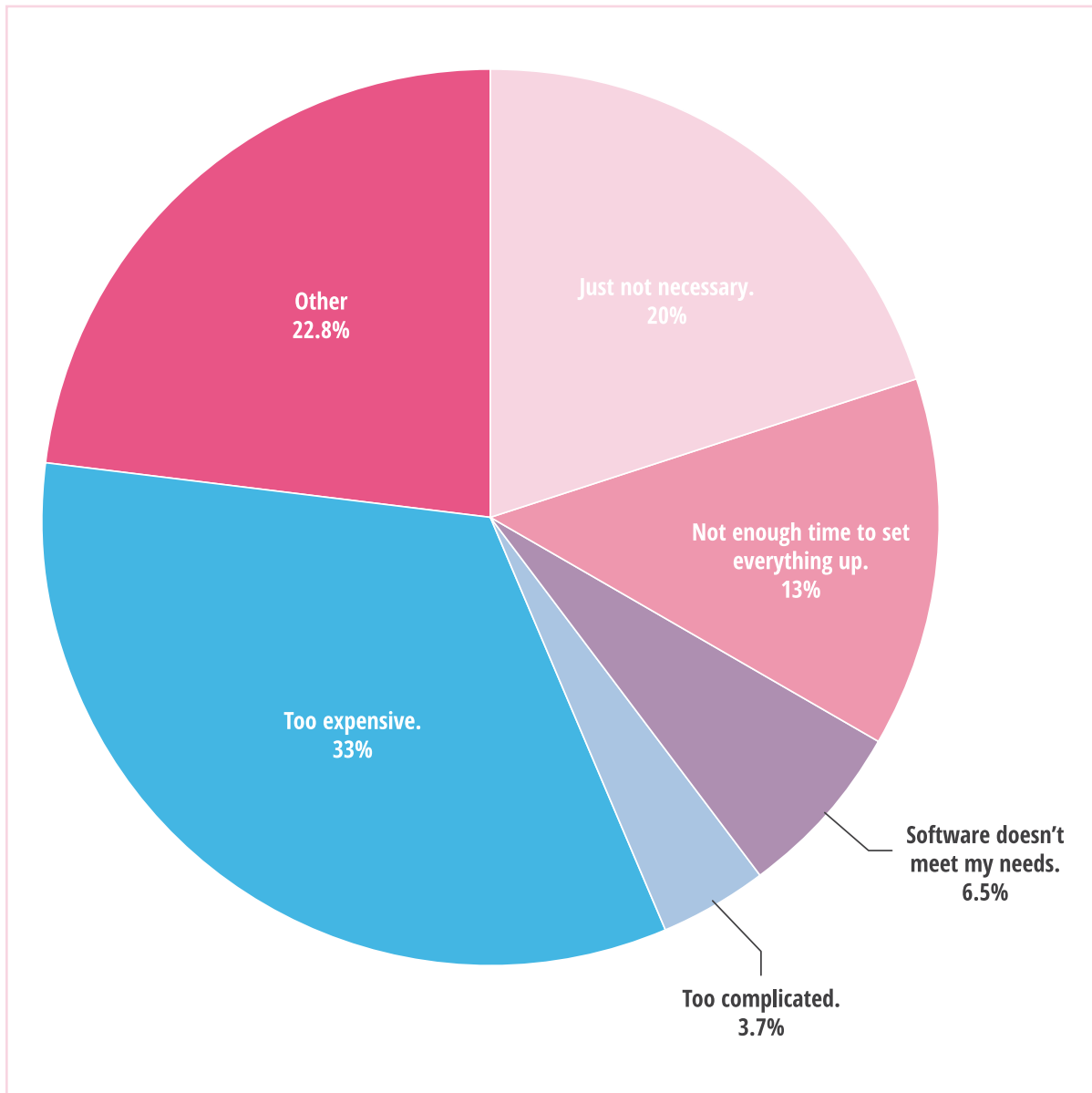- None of them work for two locations, keeping money separate.

JackRabbit Dance
- Met at a trade show and signed up.
- Contacted them through advertising in Dance Studio Life magazine.
- Switched from DanceWorks
- Works from anywhere.
- I saw other studios using it.
- There were not many web-based options when we switched over from CompuDance and we liked that it would be an easy transition from our former dance software.
- Lots of friends use it, so I would have help if it was needed.
- It was the first I heard about many, many years ago.
- The free trail was offered so I could try it and at the time, there weren't many options.
- It was the only one I knew of.
- Nearly all of the (previous options). Customer service, met our needs, easy to operate, etc.
- It would save time and error running daily operations.
- It was a true mix of all of (the previous options), minus already being in place. There were a few programs that met our needs better but were out of our price range or our parent institution did not approve of the merchant account.
- The previous owners used it.
- It had the highest customer ratings and satisfaction when I Google searched dance software.
- Personal referral.
- We liked that it was primarily for dance and gymnastics.
- We researched many packages and JackRabbit fit our studio.
- Customer payment options.
- It is the software a local gymnastics gym and dram school use (that my children attend) so I was familiar with it as a customer first.

# What are you paying for your current software (not including merchant processing fees)?

Paid a One-Time Fee
4.3%

$0 - $30 Monthly
10%

$31 - $45 Monthly
13.4%

$46 - $60 Monthly
15.5%

$61 - $80 Monthly
10.7%

$81 - $100 Monthly
18.4%

$101 - $150 Monthly
15.6%

$151+ Monthly
11.6%

What best describes your decision to NOT use studio management software?

Other
22.8%

Just not necessary.
20%

Not enough time to set
everything up.
13%

Too expensive.
33%

Software doesn't
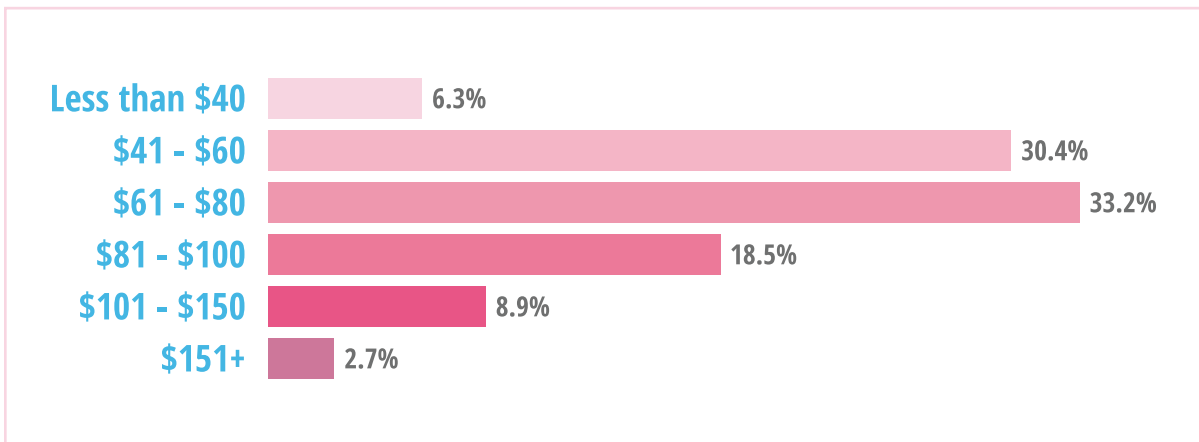meet my needs.
6.5%

Too complicated.
3.7%

OTHER REASONS FOR NOT USING SOFTWARE:

- I'm just starting out and don't have a lot of students yet so I'm able to keep track of students by spreadsheets.
- I have my own financial management tool.
- Not tech savvy.
- Don't know of any really good software.
- We have a full system to encompass all of my company's programming.
- Unsure what it is.
- My enrollment is too small to need software.
- Have not looked into it. Been happy with the program I am currently using.
- We are part of a health club and utilize their system.
- I didn't feel it was necessary at the time... looking into it now.
- Just opening.
- Use other recreation software.
- We are part of a park district. We use Rectrac software.
- Have not seen the need to, yet.
- My enrollment and budget does not allow for that at this time. I plan to use software later as I grow.
- Not cost effective at the moment. New studio, not too many students.
- Have a custom-made database that does what I need.
- We are a University degree program.
- We are a new studio and just trying to figure out what we need to do - it's overwhelming.
- Looking now.
- I really want to - I just haven't had time to look into other options, and sometimes the cost seems to outweigh the benefit.
- Less than 50 students.
- I use QuickBooks Pro to handle all invoicing and accounts receivable.
- Studio is not big enough to need it.
- We are brand new and are keeping costs to a minimum right now.
- I honestly don't know much about studio software.

- Getting ready to implement it.
- We use a much more comprehensive software program because we are much more than just dance.
- In the process of doing it now.
- It overwhelms me and I'm not a studio but a private person. Not sure it is worth the money for my private lessons and dance company. Probably too complicated for me. So many reasons! Budget?
- I get to know the family better by doing everything myself.
- Cloud based and has a monthly fee.
- Unknown about the dance software.
- We offer many things other than dance, and despite researching several options have been unable to come up with an option that meets all of our needs!
- Never really heard of it.
- Already have hired help to take care of my management needs.
- Parents can't/won't use it.
- Expensive, complicated to meet our unique needs, no time to install, train, troubleshoot, etc.
- I simply just haven't done it yet. Looking into it for this season.
- The ones I have looked at have all the info stored in the cloud. I don't want to risk data breaches with my students' info. I would like software I could buy once, install on my home computer, everything would be stored on my home computer and not be sent anywhere else, and there is no monthly fee to use, just the one time purchase price.
- I am just in the dance studio planning phase.
- I run everything through QuickBooks. Having another studio management software makes it so I have to then have two. QuickBooks is incredibly detailed, and taxes are easily done through it. Downloading revenue from another program into QuickBooks only allows it to be total revenue, not detailed through each customer. The history of 17 years of my customers is in QuickBooks. I don't want it in two places.

How many students does your studio have?

0 - 100
26.1%

101 – 250
37.9%

251 – 500
24.5%

501 – 1000
9.8%

1001 – 3000
1.6%

3001+
<1%
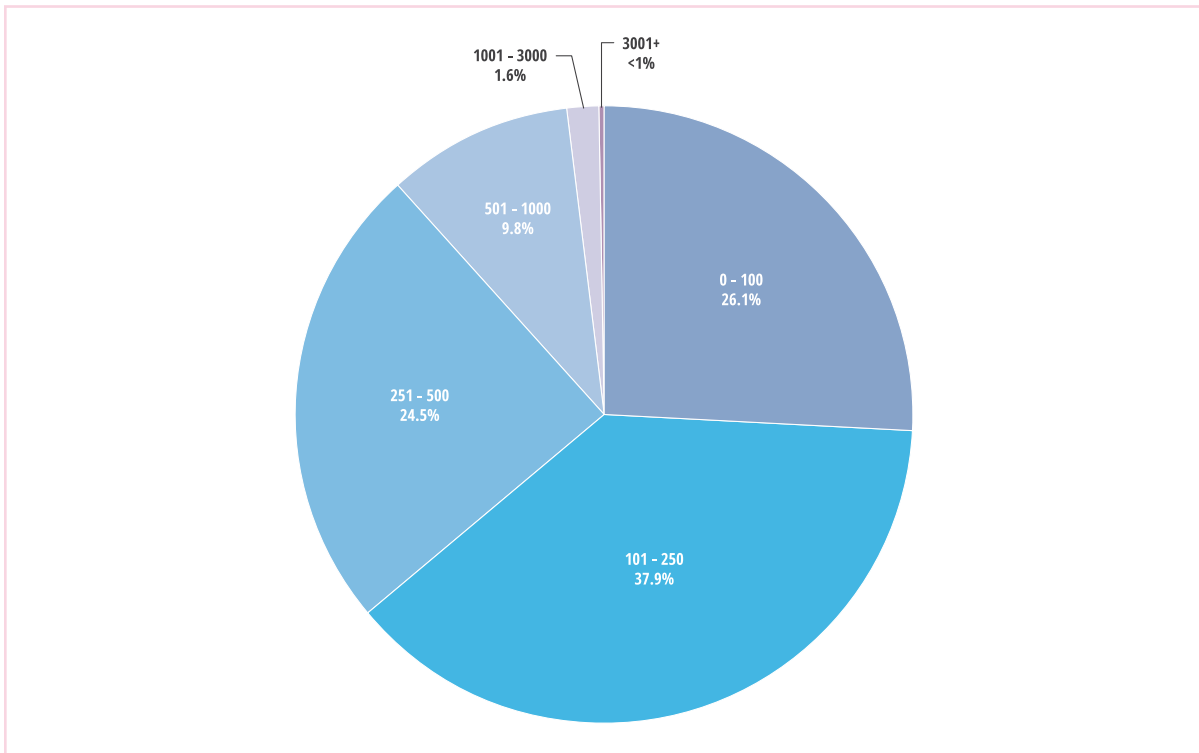
What is the average monthly cost for a student to attend your studio?

Less than $40	6.3%
$41 - $60	30.4%
$61 - $80	33.2%
$81 - $100	18.5%
$101 - $150	8.9%
$151+	2.7%

What percentage of your students pay their monthly fees by credit card?

0 - 10%	17.9%
11 - 30%	9.9%
31 - 50%	17.7%
51 - 75%	21.3%
75%+	33.6%
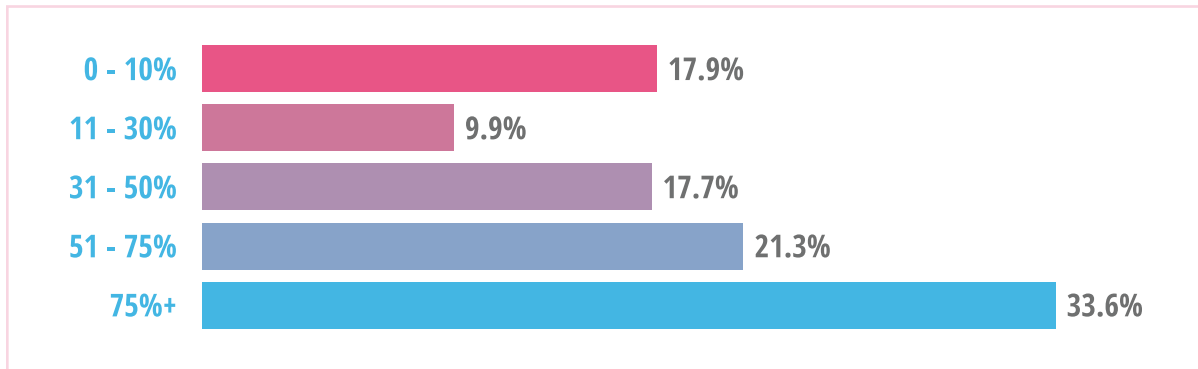
Who do you use for credit card processing?

Not Sure
4.5%

Other
13.3%

A processor I found through my own research.
18.5%

N/A
9.3%

A processor referred by my studio management software company.
26%

My studio management software's built-in processor.
28.4%
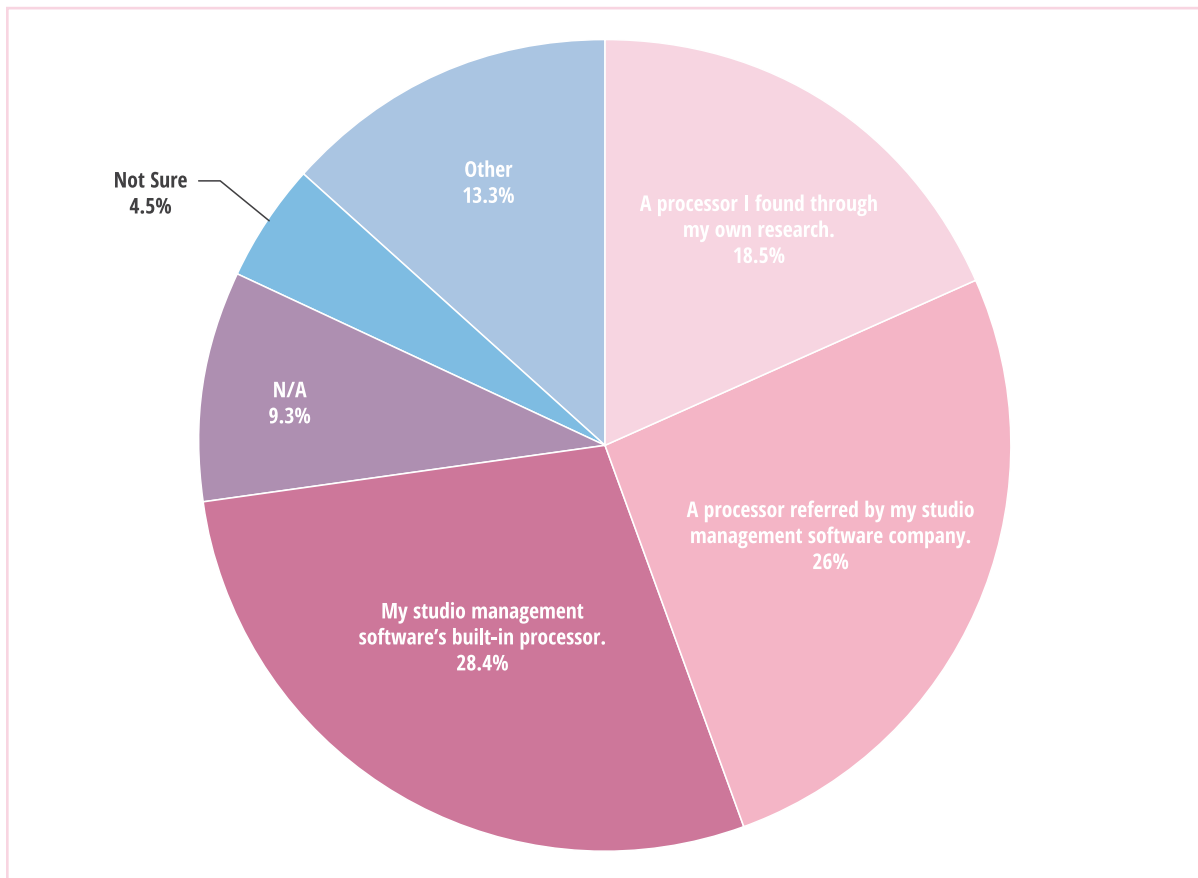
We asked people to provide any comments that they felt may be helpful to studio owners when evaluating studio management software. Below are the tips we found to be most helpful.

ASSESS YOUR STUDIO'S NEEDS

- Decide what you need first and then start looking for a software that provides it. **Check around to see what best suit your needs, your budget and your knowledge.** Ask yourself if it will be helpful or just a waste of time using software.

- Every studio is different, and every software is different. Make a list of your top priorities and for demos from companies you're interested in. Make sure they understand your needs and can meet them.

- Make sure find software that has what is most important to you rather then what the price is. It will make your life easier!

- Be clear on your needs, for example do you need to allow students to enroll online or not, do you need teachers to use the software or admin staff only, what do you need to track for recitals, reporting and other business purposes. We are a non-profit dance studio for youth and we've foudn that a mid-grade database does the trick for us, since we can't afford the top of the line systems at this point.

- No program is exactly what we need because I don't think a studio owner has actually designed one. I have used and tried 5 companies, and all have had different reasons why I have switched. Just pick the functions that are MOST important for your daily studio needs. The worst part is entering all the info and finding out the program is not for you.

- Owners need to really evaluate their personal studio needs in making a sound decision. Using the trial offers come in handy when you want to play around with the software but can be time consuming to get the full effect.

- Take the time to look for something that really fits your needs and your clients' needs. I tried making some systems work for us that really didn't do what we needed them to do, and it just makes it difficult to work with.

- Make sure that you have all the features that you need and that you have a supportive customer service team that will be able to assist you with any needs or questions that may arise.

- When selecting a software for your studio, be sure to evaluate costumer service accessibility and ease of use in software. Ask yourself can this software meet your needs by 80% or higher. Cutting down time on tasks makes a huge difference in administration work.

- It is important to first evaluate your tuition structure and how it will be built in the software, especially if you use both a flat, per-class fee and a scale.

- Being able to keep track of attendance and revenue is a must.

- Check for options available to customize printed roll sheets and accuracy of sales tax.

- Having a parent portal has been something that we rely heavy on and also ease of use of the program is a must. Communication with parents, class management, studio space management in the calendar/room view.

- Very important to make sure it is easily accessible for customers online. Also, it can be your best friend if you are able to access your studio management software from any device at any time whether in the studio or away.

- Flexibility is key - class management, scheduling should be easy for the user.

- Think of what the hardest things are to manage and can be on a "rinse and repeat" system. Studio management software should be able to help us work smarter not harder.

BEFORE YOU BUY

- Not all software is the same! **Shop around and get trials for a few before deciding.** It's so important to have something easy-to-use on both the management and client ends.
- Try them out, and run trials of several different programs to see whichone best suits your needs. Changing later on is a massive undertaking.
- Talk to the reps and ask for a demo walkthrough - so you can truly evaluate whether that specific software is a good fit for your business.
- Do your research! Research that the cost is worth what the software features. Make sure it is customizable to you. Get recommendations from other gym owners.
- Don't be dazzled by bells and whistles you don't really need. Every studio has different needs and each of these studio management software all have different things to offer. Make sure everything YOU need for your studio is being covered.

- Watch for limitations and hidden extra fees.
- Pay CLOSE attention to the monthly rates and how they're calculated. If it's by ENROLLED student, or by LISTED student. I'm paying for students in my system who were enrolled several seasons ago, but I can't take them out because that would delete their history of charges/payments and screw up my accounting.
- Support for the software is key. Research support options when selecting a software.
- Look at response time to support questions. How frequently do they do updates/improvements?
- Make sure the software can handle your billing and discounting model appropriately.
- Make sure it's scalable.
- Check for options available to customize printed roll sheets and accuracy of sales tax.

SOFTWARE FEATURES

- Find one that fits in with your accounting software, such as QuickBooks.
- **Integration is key.** Use a database that provides email and text communication. Ones with Parent Portals and online billing saves tons of time.
- Ability to export and import data as needed. Custom reports. Import file to charge family fees as batch job. Competitive choices for credit card processing. Integration with ticket sales.
- Reports to track enrollment, retention, etc are extremely important. It would be great to have a partnership with an email marketing company to be easily able to export and segment the students lists in the software program.
- Ability to process payments is a must for a large studio. This makes or breaks our decision in selecting a software
- Communication features are key. No need to give up a percentage of your revenue to the software company on every transaction, as there are several that don't take a percent.

- Email and text services are important as are mobile phone compatible screens.
- It's frustrating to be forced to use a high fee credit card processing company. That's a huge down side of our current software. Overall studio management software has been helpful.
- Take a good look at the cc processor the studio management software offers. I learned quickly that cc processing while convenient can easily become your biggest expense, especially if you are paying a percentage, a gateway fees, and a rewards card fee.
- The biggest problem we have is that automatic payments are not automatic we still have to do it manually. Also, I find some features are not terribly user friendly.
- Make sure your software is able to calculate your monthly tuition correct for your customers
- Check to see if the program offers multiple payments plans for automated billing, if that is something you currently offer.

CUSTOMER SERVICE

- **Good customer service and support outweighs the price every time.**
- Be sure to check out the customer service availability and ratings. Our software customer support is PHENOMENAL and so quick to respond, even if it's not by phone.
- Having a support person available almost immediately is a great thing!
- I love that if I forget how to make a class or can't seem to find something I had done in the past the customer support team is there to help!
- Look for ones with great follow up customer service who don't put you down if you have a question or need assistance in any way.
- Make sure the company has good customer service. No matter how easy to use the program is, you will have questions or difficulties at times. Having awesome customer service will make your life so much easier.
- Find one that's easy to use and has wonderful customer service because you're going to have a lot of questions

USER FRIENDLY

- **Ask yourself: is it easy to use? Does it take a lot of time to get set up and rolling? Is it user friendly?**
- Look for these things: ease of access for online registration and payment, ease of conversion from your current system to the new one, ease of printing class rosters, sorting and identifying students and their data; ease of registration and scheduling, inputting discounts, private lessons, and a user friendly online/parent portal.
- Be sure that it is user friendly and simple for users as well as not overly busy with information.
- Having a one stop platform that makes your day easy is a must.
- I think the most important aspect of software would be flexibility to use the features applicable to your studio, and revise formats as needed.
- It has to be simple to use but more importantly it must be simple to set up. If you don't understand the setup, you won't get past that and get to using the software you paid for.
- It is very hard to find the time to train to use software . I want to find an easier one. I never use it but I would like to especially for online registration, but I can't even get all our classes in the system it is way too hard
- Make sure it's easy to use and time saving. The last thing we busy studio owners need is more drain on our time with admin work and less teaching time.
- Make sure that the software company has training

programs to help you understand HOW TO use the software. Plus, a support system.
- Make sure the things offered meet the requirements for making it a convenience not a hassle.
- Must be easy to use and operate quickly. Not only for professionals such as office managers but for student helpers as well.
- Software is extremely helpful and time saving IF you know how to use it. It is not as user friendly as it could be and I am always going to the help section since I have not had the time to go over all the user videos. The amazing thing is the customer support is on top of every inquire I have and send step by step instructions that are very easy to follow.
- Software must be user friendly and universal for all users. Time consuming record keeping and processing makes the studio as well as parents not want to use it. Having a real time app also makes things easier.
- Software that is user friendly for parents is a must.
- Utilize the customer service/training so you know how to best utilize your software.
- The user friendliness from your customer standpoint is very important. It may be easy for you as the owner to use but what your parents and students see and how easy it is for them to get registered is extremely important.

SPECIFIC PRODUCTS

Classjuggler

- Classjuggler is great because of their customer service.
- I have found Class Juggler to be very user friendly and very reasonably priced. Their customer service resolves issues quickly and is great to work with. I give them the highest recommendation!
- Probably the best feature with Class Juggler is their quick response for support, and they listen, and often integrate suggestions.
- Classjuggler covers all my needs in manage parents, classes, payments with amazing customer service! They are AWESOME!

CompuDance

- We use CompuDance for customers that want to pay online or auto pay, if they make an in-studio payment we use Square
- I enjoyed CompuDance when it first came on the market many years ago. We are a small studio and it managed all of our needs
- Customer service is key. I have asked so many "stupid" questions and CompuDance always gets back to me same or next day. I hear other DSO complain about not being able to get answers from their service provider.

DanceStudio-Pro

- I find DSP easy to use. Although all customer service is done via email, they do respond quickly. Also, they really listen to my needs and try to make adjustments/additions to the software to fit my needs if they can.
- Dance studio pro not as user friendly as I would like
- Dancestudio-pro is easy to understand for the desk staff, but It does not have great reporting capabilities!

JackRabbit

- It needs to be something that's easy to learn, especially since you will end up needing to teach others to use it. Menus and options should be easy to find. That's what I like best about Jackrabbit. Everything is set up in a way that makes sense, not hidden like in DSP.
- Jack Rabbit has much room for improvement and is quite expensive. But changing software is hard! So

we stay with JR and keep submitting suggestions for improvement.
- Jack Rabbit has the most amazing customer service ever!
- Jack Rabbit is the BEST! I have tried several and no comparison!
- We are just starting to implement JackRabbit software for the studio. We really like everything JackRabbit has to offer. We are hoping it will be as good as it sounds like on paper.
- We have been very happy with Jackrabbit.
- We have been with JR for 8 years & have been very happy.
- We love using Jack Rabbit! It has been an invaluable tool for our studio and the seminars they offer every year are so helpful to learn more and more about the software's capability and features for our studio. Their customer service is outstanding. We highly recommend it!
- Wish jackrabbit had more costume features
- There are things I like about JR & things I do not. I lot of things take up my time when I believe there should be ways to do a transaction with a click of a button but instead I have to manually do one by one. My tuition is never correct at the beginning of the year, so I fix each families rate to what it should be. But overall, it's good I just don't know how to do all the bells and whistles. • Realize nothing is going to fit you needs exactly, but if you take time to set it up carefully it will change your life to have a registration system. Especially if you need to create reports or you are interested in numbers. Jack Rabbit is great because they take requests and are constantly making improvements.
- Jack Rabbit was easy to integrate into our system and they are very responsive to any questions/problems.
- JackRabbit Class is very powerful -- we still don't use all of the features, but the ones we use are wonderful, and they have awesome help features and make improvements/add features on a regular basis.
- Jackrabbit customer service is great and software is user friendly and integrates with QuickBooks!
- Jackrabbit Dance studio software is fantastic. We offer affordable classes for low income families, &

SPECIFIC PRODUCTS (CONT.)

Jackrabbit's price fits great with our budget. It's clear & simple to use & SO HELPFUL! I can send emails or monthly statements to all my parents with one click, among many other helpful things. We really are glad we found Jackrabbit Dance Studio Software.

- Jackrabbit fulfills all the needs that we have and foresee having.
- Jackrabbit has been an essential and excellent addition to our studio! The credit card processor, class management, recital/costume management plus the customer management and ability to email make it the perfect choice for us.
- Jackrabbit is easy to learn and user friendly.
- Jackrabbit is extremely easy to use and I am not computer savvy at all.
- Over all jackrabbit is user friendly. It just does soooo much. I wish I could do more training in my area, but they are quick to help me. The one thing i wish i could do has to do with costuming. It's a bit limited
- Make sure the customer support team is readily available. JackRabbit has a great customer support team that is very helpful while learning the new software.
- Implementation may seem painful, like anything new but once you grasp it all you will wonder why you waited so long. Remember in JR you cannot make many mistakes that cannot be corrected.
- I wish billing through the management software was more user friendly and had customizable options. Also, inventory system and reporting services are not accurate with Jackrabbit.
- I want online, reliable, full of features and SUPPORT. Jackrabbit has it all.
- I like the ease of Jackrabbit, but it has many features I do not need or utilize because of the small size of my school. Overall, a very reliable and good program.
- I like the simplicity of using Jackrabbit. If I am having an issue they answer within a few hours.
- I love Jackrabbit and recommend it all the time. Customer service is excellent, and I can usually ask questions via live chat
- I love Jackrabbit. No other company beats their customer service.
- I research a lot of software companies and Jackrabbit

was the best

- Customer service is key Jackrabbit has it for sure.
- Don't shop around. Get into JackRabbit at the beginning and learn all the options as you go. By the time your company is huge, so will be your knowledge of JR.
- Find one that is user friendly. Jackrabbit has quick help available that you can chat with and usually they can help with any issues we have.
- Customer Service with Jackrabbit is awesome
- Classjuggler covers all my needs in manage parents, classes, payments with amazing customer service! They are AWESOME!

MindBody

- If you only have kids' programs, then MindBody isn't necessary. I use this mainly for my Adult program.
- MindBody is great for a small studio, but at our size we are pushing its limits every day. It is a frustrating struggle, but we haven't found anything better out there. This is a big niche in the market!
- MindBody is great for the exposure it brings and functionality but really expensive for a small business.
- A combination of MindBody for drop-in classes where users can reserve their spot and pay in advance and an option for monthly tuition.

Studio Director

- I find the Studio Director is easy to use. There are many features it has that I have not yet explored, and I look forward to incorporating more into my business!
- We absolutely love the tech support we receive from Studio Director. Whether it's them, or another software company, be sure to make sure you have easy access to their tech support to answer any issues/questions that come up!
- Love Studio Director. We just got it, so I have not been able to use all the features it provides. The coroner service is amazing, and they always are sending emails to help us out!
- I was not expecting to open a dance studio in my lifetime. I only wanted to teach but after life changes I was guided to own a studio. With no background in running one the Studio Director basically set up

SPECIFIC PRODUCTS (CONT.)

my business. Very happy with them and love their customer support.

- Studio Director are great they will take suggestions to add to make the Management software better and work for your studio
- The Studio Director has lots of great features and quick response time for customer support.
- Studio Director customer service is top notch!!
- Studio Director has a great response time when we have questions or need help.
- Studio Director has an amazing Customer Service and Development team. They are extremely knowledgeable about their product and truly take their customer needs into account when developing new and improved systems.
- Studio Director is easy to use, covers everything you need, has great tech support
- Studio Director is great. Their customer service is top notch and respond in about within the hour or as soon as 10 minutes.
- Studio Director saves time!
- I hate how confusing SD is to set up seasons, and I find the billing frustrating too. I am just set in my ways and won't explore other options.... but I think about it.
- Customer Service is key! I have use many other programs and Studio Director has the best customer service by far. Whenever you need them, they are there!!!
- Customer Service with Studio Director is TOP NOTCH. They answer quickly and give great step by step instructions. I never feel I am bothering them!
- The people at Studio Director are always helpful and easy to work with.
- A software that is easy to setup and understand.

Great customer service! The Studio Director has an amazing team that is always willing to help answer questions via phone or email. Class managment is a very important too!

Other

- iClass customer service is the best, available 24/7 and always able to fix a problem.
- It seems so overwhelming - everyone has pros and cons to what they are using. I talked to MindBody initially, but they really seemed more focused on yoga and drop-in students than what we were looking for. Now trying to evaluate dance studio pro. Might just start with QuickBooks and excel, just to get open, and then transition over to a proper studio management software package.
- With iClassPro you do not have to pay for inactive students which makes reporting accurate and easier to understand. One flat fee, no matter how many students.
- I've used MindBody and JackRabbit Dance. Both have their strengths and weaknesses. JackRabbit seems to provide better customer service SPECIFICALLY for dance studios. MindBody has had far too many glitches in their system over the past few years and not very dance studio friendly.
- I also use Square Point of Sale for processing cc payments during the transition of the software. I kept it for mobile registration & fundraising payments.
- I think it may be valuable when first starting out. But I prefer QuickBooks as it's extremely secure for automatic payments, and is complete for all taxes for payroll and department of revenue.

OTHER

- The software has been a game changer for having my customers pay on time!
- Word of mouth must be good, many dance peers are in use, software problems are few.
- It's not all about the price.
- It is a great tool to have but you still have to stay on it.

- Try to offer different billing models.
- Set will take some time but totally worth it.
- Don't be afraid to play around with program, I am still finding things I didn't know it could do to make things easier.