Theater Manager's Patron Management



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This is a Draft document. If you find any errors or omissions or have any other comments, please direct them to barb@artsman.com.

Documentation Conventions:

For the Draft, all cross references within the document are highlighted.

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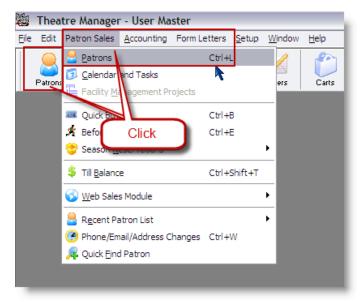
Patron Management

Starting Patron Management

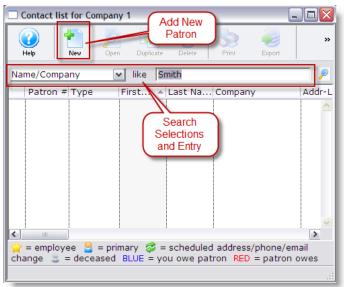
The Patron Management portion of Theater Manager, allows you to store and organize phone numbers, addresses, dates, notes, lists, and more for your patrons. Similar to a personal information manager, Theatre Manager is designed to store information about your customers, volunteers and donor prospects, set up schedules, payments and phones calls, and organize email and text documents. With the massive amounts of data a person encounters each day, a single location for storing that data is attractive. Features of a contact manager might also include the ability to store passwords, important dates and appointments, and the capability of sharing data with another computer

Every transaction in Theatre Manager is tied to a patron record. A patron records holds information about the patron such as contact information, donation history, membership details and ticketing history.

To access Patrons:

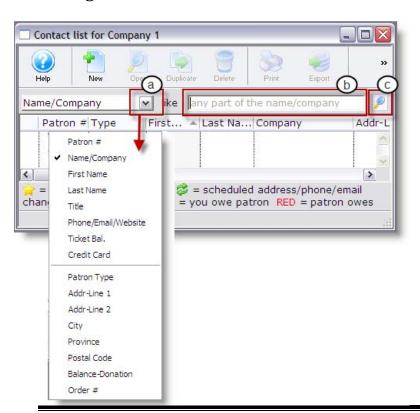


1. Click the **Patrons** button in the Ribbon bar or select **Patron Sales>Patrons** from the windows menu. The Contact List for Company window opens.



- From here, you can Search for an existing Patron or Add a new Patron.
 - See Adding a New Patron, page 5
 - See Finding a Patron from the Contact List Window, page 6

Finding a Patron from the Contact List Window

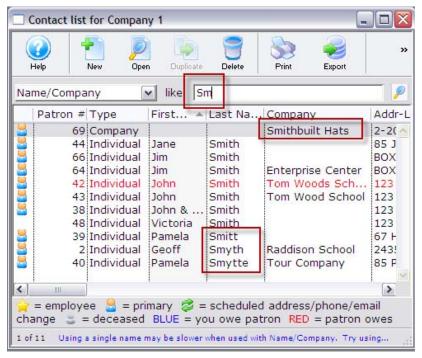


- 1. Click the **Patron** button in the tool bar. The Contact List window opens.
 - You have the option to choose a search option from the drop-down list.
 - b. Type the last name into the "From" field.
 - c. Click the Search button or hit enter.
- 2. The results of the search will appear in the contact list.



NOTE:

Theatre Manager allows the use of wildcards when searching. Wildcards are substitute characters for normal characters in a search string. In Theatre Manager, the % symbol can be used in place of other characters. Therefore, to search for all patrons that live on the same street, a wildcard can be used for the house number. An example search would be '% main' to search for all patrons that live on Main. This could be Main Street, Main Avenue, etc.



As you can see in this example, the search was by:

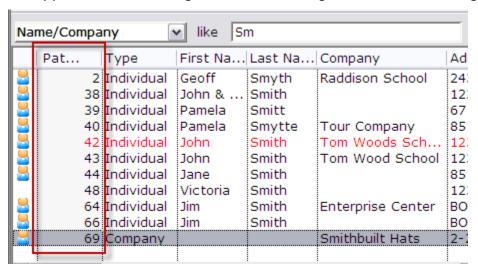
- Name/Company
- Like SM

The search returned all Patrons starting with the last name or Company name of SM and is displayed by Company, then Name (alphabetic) and when the last names are the same, by alphabetic on the first name.

To change the order of the listing, clicking on the column headers will sort the list by that column. For example, to change the listing to sort by Patron Number:

1. Click the Patron # column header.

This button is located at the top left hand corner of the patron list window. When it is selected the list of patrons will sort by patron number Clicking the column header again will reverse the listing.



Double-click to open the patron searched for. The patron record will open.



• For more information on Parts of the Patron Window, see page 11.

Adding a New Patron

Patrons are added to the database as an individual or as a member of a household.

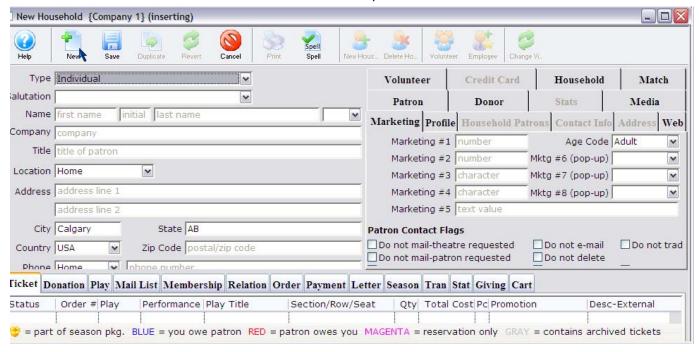
A household, groups together common buying units or patrons that share some of the same contact information. A household might be workers in a company, members of a service group or a family in a home.

The word household can be customized under Appearance tab in Company Preferences. For more information on Company Preferences, please refer to the online help.

When you add a patron, Theatre Manager creates a unique Patron number for each new Patron record entered. Patron numbers cannot be reused if a patron is deleted or merged.

The amount of mandatory fields (meaning they must contain a value) required to be entered is defined by your organization. For more information on defining Mandatory Data, please refer to the online help.

- 1. Click the **Patrons** button in the Ribbon bar or select **Patron Sales>Patrons** from the windows menu. The Contact List for Company window opens.
- 2. Click the New Dew button. The New Household window opens.



3. Enter the appropriate information into the patron fields. If you have NOT entered all the mandatory information, Theatre Manager displays a message in the status bar at the bottom of the window or an error message describing what needs to be completed.



4. When you have finished entering the new patron's information, click the **Save** button. The patron's record is saved in the database and a patron window opens.



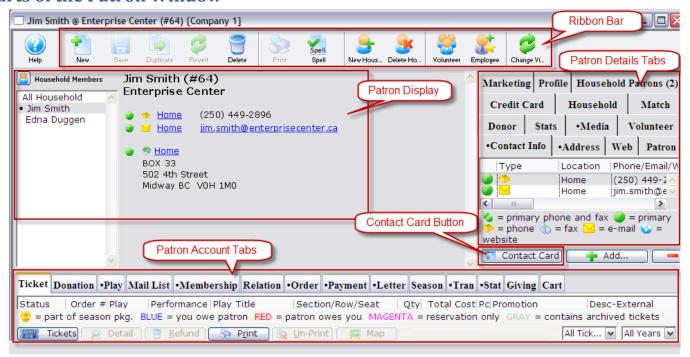


NOTE:

This Patron now appears on the Contacts List window.

• For more information on the Parts of the Patron Window, see page 11.

Parts of the Patron Window



Patron Display



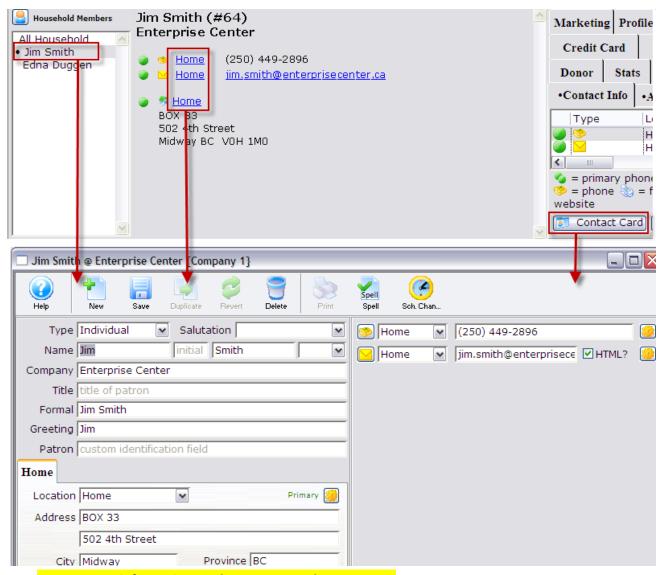
The Patron Display gives pertinent information about the Patron, including other household members, telephone, email and address information.

• Double click the name of the person in the Household List or click the underlined <u>Hyperlink</u> in the details portion of the display will open the contact card.

Contact Card

Clicking any of the following in the Patron Display will open the Contact Card.

- Double click the name of the person in the Household List
- The underlined Hyperlink in the details portion of the display
- The Contact Card Contact Card button.



• For more information on the Contact Card, see page 19

Patron Ribbon Bar



The Patron Ribbon Bar gives you quick access to the following functions:



Opens the online Theatre Manager Help

http://www.theatremanagerhelp.com/



Opens the New Household window, where you can add a new patron.

• For more information on Adding a New Patron, see page 9



Saves changes and additions to the Patron record.



Discards any changes that you have made to the record up to the last time the record was "saved".



Deletes the current Patron. You will not be able to delete a patron if it is referenced by other files.



Prints the selected record.



Opens the Spell Checker dialog.



Opens the Patron Contact Card to add a new Patron to an existing Household.

For more information on Adding a New Patron, see page 9.





Opens a list allowing you to choose the Patron you want to delete from the Household.



The Volunteer Window will open with the data of the patron.



Add the Patron as an Employee.



Toggles the view of the Patron displayed in the window to show marketing information, sales information or both at the same time.

Patron Tabs

There are two different sets of tabs on the patron window. There are the Patron Detail Tabs which harvest information about the actual patron, their personal details, and other information that relates to them as a person. Whereas the Patron Account Tabs carry information significant to the patrons account, their tickets, orders, contact history, and transactions.

Patron Detail Tabs

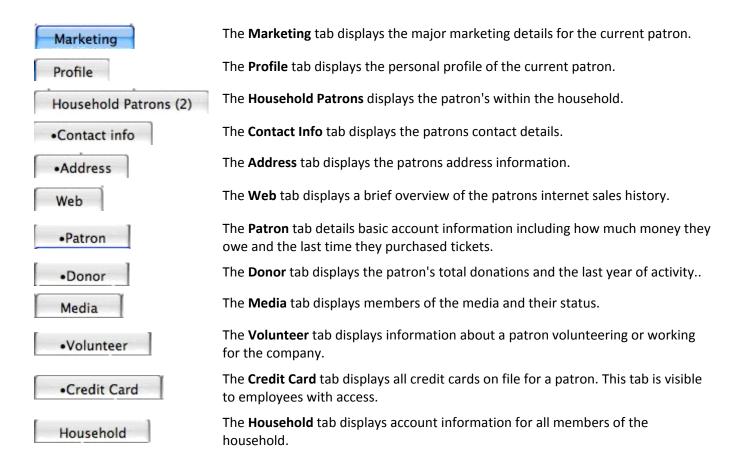


The patron detail tabs are located in the upper right hand corner of the Patron window. The Marketing Tab is automatically selected when Theatre Manager is started.



In some instances, one of the tabs may have a bullet prior to its name. The bullet lets the user knows that there is information stored in the tabbed field.

For example, in this example there is information in Media, Contact Info, Address and Patron.



Patron Account Tabs



Clicking on a tab will turn the tab blue. If the tab is blue, the Tickets Tab for instance, then that tab is currently selected and its contents display in the window below.

In some instances, one of the tabs may have a bullet prior to its name. The bullet lets the user knows that there is information stored in the tabbed field. For example, the Transactions Tab in the above picture has a bullet prior to its name meaning there is information contained in that section.

name meaning there is information contained in that section. The tickets tab shows a summary of all tickets bought by the patron. They may be shown Ticket by different types and years using the pull down bar in the bottom left corner. This tab is used to purchase and view all donations belonging to a patron. Donation The Plays Tab is used to keep track of which events a patron has shown interest in. Play This tab is used to view all of the mail lists that a patron belongs to. It is also used to Mail List manually add or remove patrons to or from a mail list. You can also access the mail list criteria window from this tab. The Member Tab tracks data for memberships, gift certificates and/or event passes for a Membership patron. The relationships tab shows the relationships that this patron has with other patrons in Relation the database. Relationships can be categorized and contain personalized notes. The viable columns in the Relationship tab could be any column that is relevant to an organization and it's relationship management. When a relationship is created under the relationship tab an entry is created in the current patron as well as the other patron in the relationship. When a relationship is altered or deleted from one patron's record the same changes will effect the other patron in the relationship. The order tab allows the user to view a summary of all previous purchases the patron has Order made. The payment tab allows the user to view a summary of all payments the patron has made Payment toward previous purchases.

attached to individual donations, payments, ticket transactions, or passes.

The Transaction Tab displays a listing of transactions that have been created because of the current patron's actions.

This tab is used to keep track of all letters written to a patron. This tab allows a user to

attach individual letters to individual patrons and to customize letters that can be

This tab keeps track of a patron's season subscription package information.

View Statistics for the selected Patron

Letter

Season

Season

Stat



This tab is used to view the Donation Giving History for the Patron.



This tab displays the web shopping carts for the selected patron.

Please see the online help for detailed explanations of the above functions.

Deleting Existing Patron Information



NOTE:

You can not delete a patron if there is any Financial History attached to the Record.

Employee access to deleting records can be controlled when employees are created in Theatre Manager. Please see the online help for detailed information.

- 1. Find the patron to be deleted in the contact list.
- 2. Highlight/click the patron you want to remove.



3. Click the **Delete**



If the patron record contains financial history the message below will appear.



If the patron record does not contain financial history a confirmation window will appear.



4. Click the **Delete** button. When the deletion has been successfully completed the patron record and patron number will be removed.



NOTE:

That patron number will not be re-assigned to another patron. This number is no longer available for use as it was a unique identifier to that specific patron.

Patron Contact Card

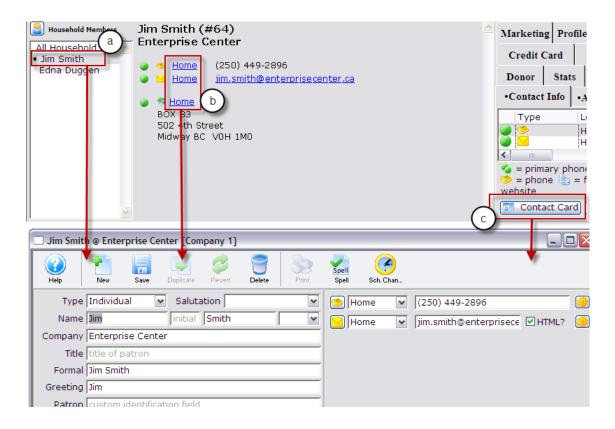
Editing Patron Information

Occasionally, you may need to change or add information in a Patron's record (for example: the Patron changes their contact information, gets married, etc.). Changing a patron's information is simple and done through the Contact Card.

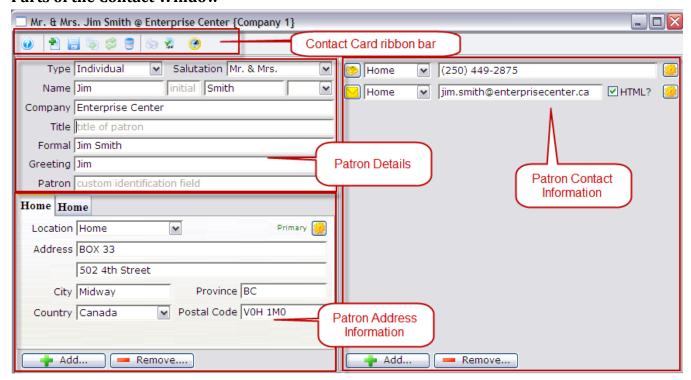
Some Patron Data may be marked as mandatory fields within the Company Preferences. These pieces of information must be entered in order to save changes to the contact card. The Contact Card can be access in 2 different ways:



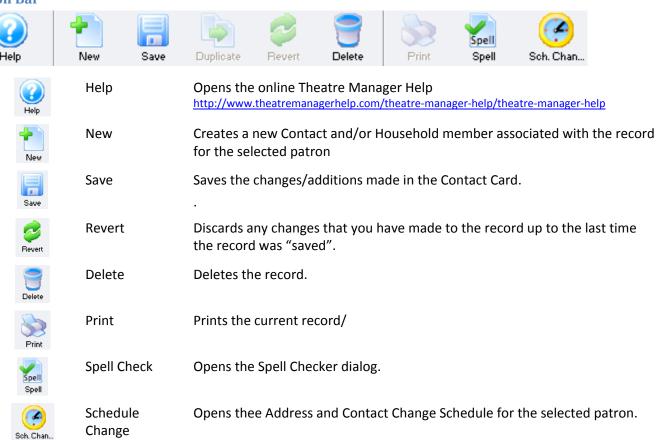
- 1. From the Contact List ribbon bar, click the Contact Card Contact C... button.
- 2. From inside the patron record you can choose:
 - a. Clicking on the name of a household member.
 - b. Clicking on the hyperlinked title of the Patron's contact information.
 - c. Clicking on the contact Card button on the Contact Info tab.



Parts of the Contact Window



Ribbon Bar



Patron Details



The field definitions are as follows:

Туре	The type of patron record that is being entered.
Salutation	Formal salutation for the patron.
Name Fields	First, middle initial and last name of the patron
Suffix	Suffix for the patron if applicable.
Company	Company the patron works for.
Title	Title within the company the patron works for.

Address Details



You can enter as many different address locations as needed. Location types can be customized to meet needs. Some address information may be marked as mandatory fields within the Company Preferences. These pieces of information must be entered in order to save changes to the contact card.

• For information on how to edit mandatory information, see the online help.

The field definitions are as follows:

Location	Location of the patrons address.
Action Button	The Action button gives you access to several other related functions. In the address location these are: • Set primary address • Remove now • Schedule a future • Primary address change • Recurring primary address change • Address removal • Copy the Patron name and address to the clipboard • Map of the patron's address using MapQuest • Weather at Patron Address.
Address	Address of the location. There are two address lines available for more complex addresses.
City	The city or town for the address provided. To assist in quickly adding a patron, a default city can be displayed when adding new patrons.
Province/State	The province or state where the city is located. To assist in quickly adding a patron, a default province or state can be displayed when adding new patrons using the Data Edits Tab in Default Data. You can customize this screen to display either "Province" or "State"
Country	The country where the province or state is located. To assist in quickly adding a patron, a default country can be displayed when adding new patrons using the Data Edits Tab in Default Data.
Postal Code/Zip Code	This field records the patron's postal identification number. Postal codes format automatically to capital letters. Zip codes format automatically to add hyphens when 9 numbers are entered. You will receive a warning if numbers or letters are entered incorrectly. The screen is able to display either 'Postal Code' or 'Zip Code'. The tab name "Postal Code" or "Zip Code" may be renamed in the Appearance section of Setup.
Add Remove	Adds a new location to the address Details. • For more information on Adding an Address, see page 24 Removes a location from the address details. • For more information on Removing an Address, see page 25

Contact Details



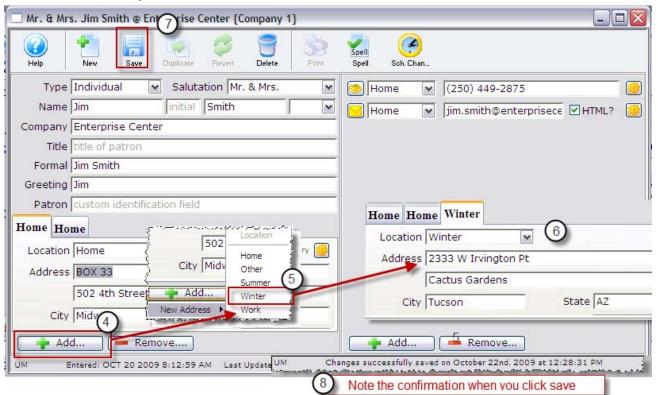
There can be as many lines of contact information within the contact area as are needed. Location types can be customized to meet needs.

Туре 🔯 🔼	Displayed as icons. Indicates the type of contact information for the patron.
Location	Location of the contact.
Contact	Contact information for the patron.
Action Button	The Action button gives you access to several other related functions.
Add Remove	Adds a new Contact Type. • For more information on Adding Contact Information, see page 26 Removes a Contact Type. • For more information on Removing Contact Information, see page 27

Patron Contact Card - 23

Adding an Address

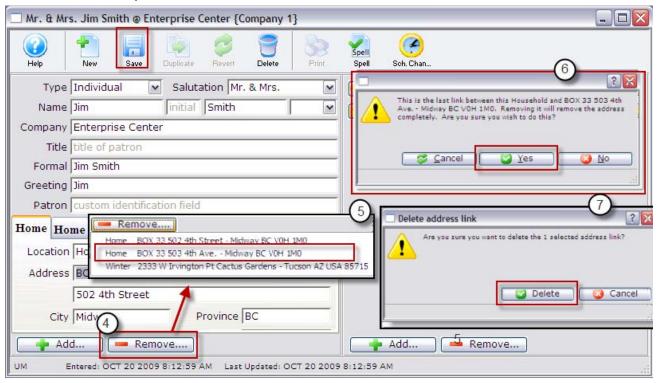
- 1. Open the Patron Window.
- 2. Click the **Address** •Address tab in the patron window and click the **Contact Card** Contact Card button.
- 3. The contact card opens.



- 4. Click the **Add** Add button in the lower left corner.
- 5. An address location drop down opens. Select the new address location.
- 6. Enter the new address information.
- 7. Click the **Save** save button.
- 8. The new address is now added to the contact card.

Removing an Address

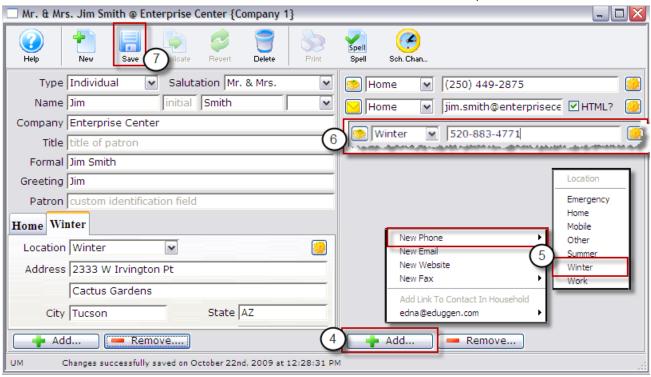
- 1. Open the Patron Window.
- 2. Click the Address tab in the patron window and click the **Contact Card** button.
- 3. The contact card opens.



- 4. Click the **Remove** Remove.... button in the lower left corner.
- 5. An address location drop down opens. Select the address you want to remove.
- 6. A confirmation to delete the selected address window opens. Click the **Yes** button.
- 7. A second confirmation opens. Click the **Delete** button. The address information is now removed from the contact card.

Adding Contact Information

- 1. Open the Patron Window.
- 2. Click the **Contact Info** •Contact info in the patron window.
- 3. Click the **Contact Card Discrete Contact Card** button. The contact card window opens.

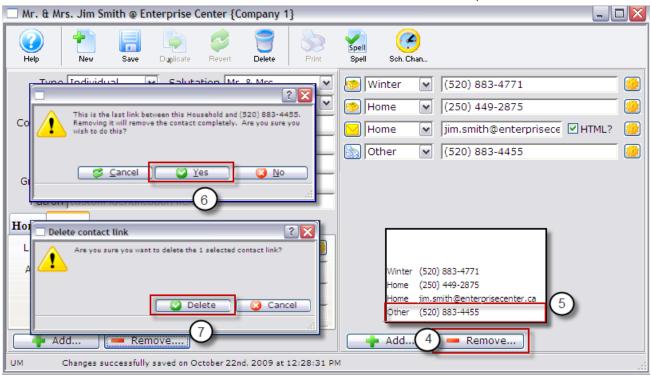


- 4. Click the Add Add button below the contact details.
- 5. A contact location drop down will appear. Select the new contact type and location.
- 6. Enter the new contact information.
- 7. Click the **Save** button.

The new contact information is now added to the contact card.

Removing Contact Information

- 1. Open the Patron Window.
- 2. Click the **Contact Info** •Contact info in the patron window.
- 3. Click the **Contact Card Solution Solution Contact Card Solution Solution Contact Card Solution Solutio**

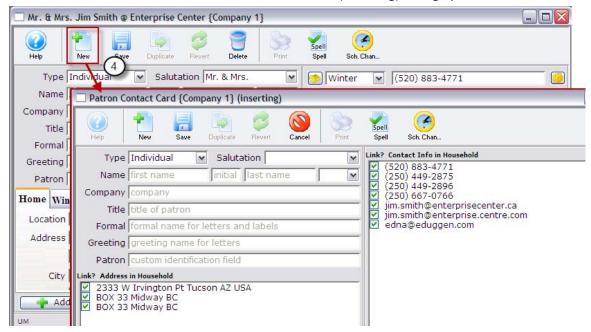


- 4. Click the **Remove** Remove.... button below the contact details.
- 5. Select the contact information to remove.
- 6. A confirmation to delete the selected address window opens. Click the Yes ______ button.
- 7. A second confirmation opens. Click the **Delete** button. The address information is now removed from the contact card.

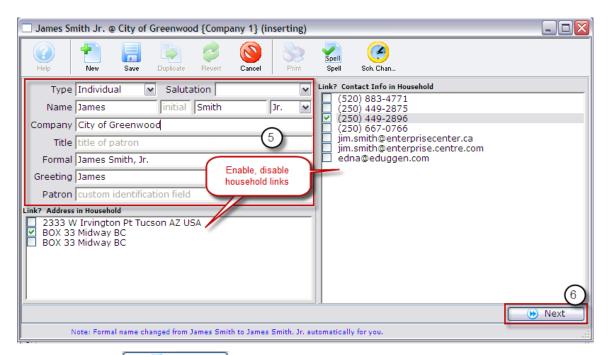
Adding a Patron Using the Contact Card

Patrons can be added through the contact card to an existing Patron Household. This allows you to associate address and contact information quickly and easily. The new patron added will have their own Patron Number.

- 1. Open the Patron Window.
- 2. Click the **Contact Info** •Contact info in the patron window.
- 3. Click the **Contact Card** Contact Card button. The contact card window opens.
- 4. Click the **New** button. The Patron Contact Card (Inserting) dialog opens.



5. Enter the information for the new patron to be associated with the existing Patron Household, enabling and disabling the links to the Address in Household and Contact Info in Household as necessary.



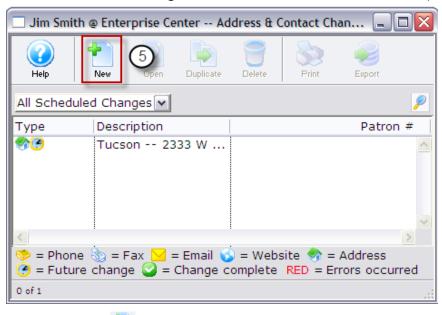
6. Click the **Next** button. The Contact Card for the new Patron opens.

Schedule Changes to the Contact Card

With scheduling, you can change a Patron's contact and/or address information, in particular, the time at which it is planned these events will take place. This feature includes:

The ability to schedule the removal of a phone, fax, email, website or address The ability to schedule setting the primary phone, fax, email, website or address as a one-time occurrence The ability to schedule setting the primary phone, fax, email, website or address as a one-time occurrence The ability to schedule setting the primary phone, fax, email, website or address as a recurring item on a given day every year

- 1. Open the Patron Window.
- 2. Click the **Contact Info** •Contact info in the patron window.
- 3. Click the **Contact Card** Contact Card button. The contact card window opens.
- 4. Click the **Schedule Changes** son. Chan. button. The Patron Contact Card (Inserting) dialog opens.



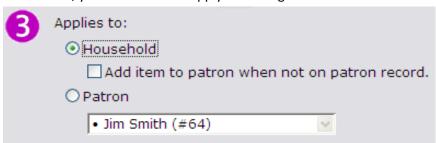
- 5. Click the **New** button. The address or contact change for the Patron window opens. The window consists of four parts.
- 6. In **Part 1**, choose the action for the address.



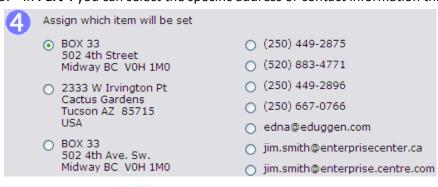
7. In Part 2, enter the date (or select from the calendar) the date the change is to take place.



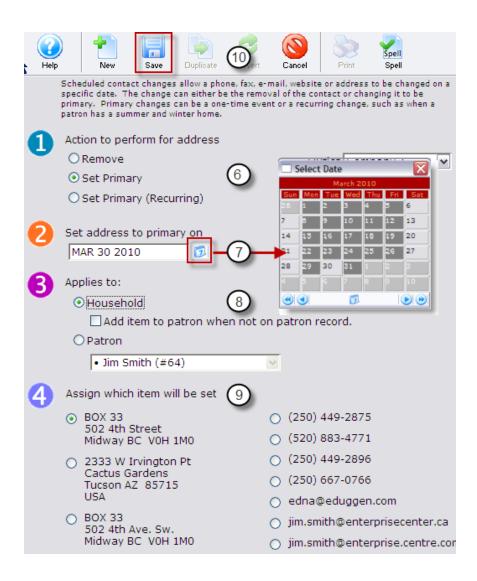
8. In Part 3, you can choose to apply the change to the Household or a single Patron within the Household.



9. In **Part 4** you can select the specific address or contact information that is to be affected by the schedule.

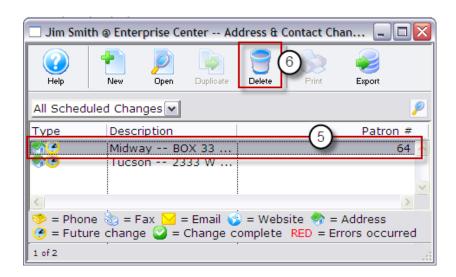


10. Click the **Save** button to add the scheduled change. You can now close the Address or contact change window or add more changes to the Patron or Household.

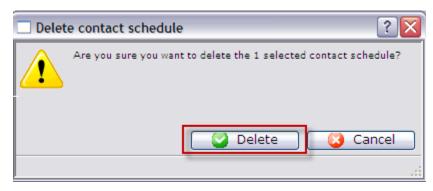


Delete a Scheduled Change

- 1. Open the Patron Window.
- 2. Click the **Contact Info** •Contact info in the patron window.
- 3. Click the **Contact Card** Contact Card button. The contact card window opens.
- 4. Click the **Schedule Changes** sol. Chan. button. The Patron Address and Contact Change window opens.



- 5. Highlight the line of the Change you want to delete.
- 6. Click the **Delete** button. The Delete contact schedule confirmation dialog opens.



The Change has been deleted.

Merging Patrons

Theatre Manager is designed to keep all information about a patron on one record. If a user duplicates a record by mistake, the duplicate records may be combined. Merging patron records will combine the detail information stored in two separate records into one of the original records. Because merging is such a powerful task, it is recommended that this function be limited to specific individuals within your team. The process of merging is actually two tasks:

- 1. Finding the duplicate records
- 2. Combining the duplicates into a single Patron.

Searching and Merging is particularly important when Patrons have the opportunity to buy tickets online. If tickets have been sold to each of the duplicate patrons, the merged patron will now have all the ticket purchases. As well, donation, personnel, media, and membership information are similarly combined.

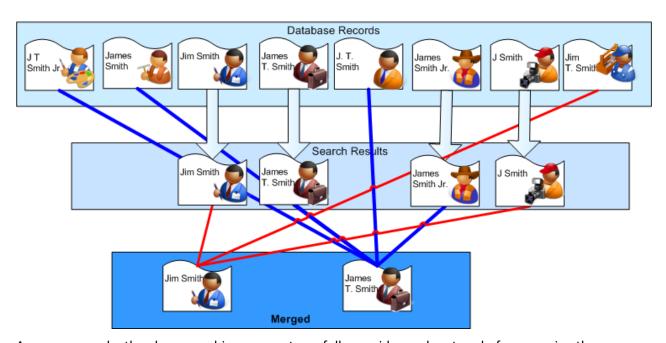
For example, Jim Smith purchases some tickets online, and enters his work address, telephone number and email, as he will be using the receipt for his expense account. However, when Jim enters this information into the on-line system, he has added himself as a new patron. This can be troublesome for both Jim and you.

To keep accurate patron records, you periodically check and merge these duplicate patron records.



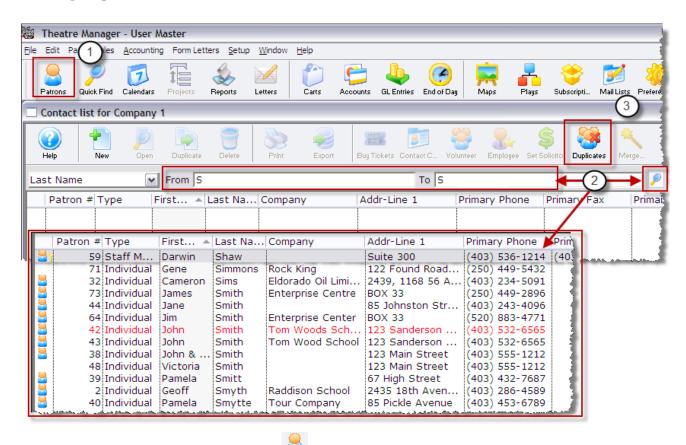
Be very careful when using the Merge feature. Even though all the information about the individuals appears to be the same, there is still a possibility (if you have very little information about them) that the records may not be the same. Once merged, the Patron records CANNOT be unmerged.

Double check!

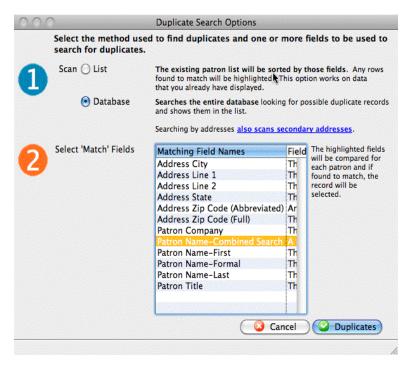


As you can see by the above graphic, you must carefully consider each patron before merging them.

Finding Duplicate Records

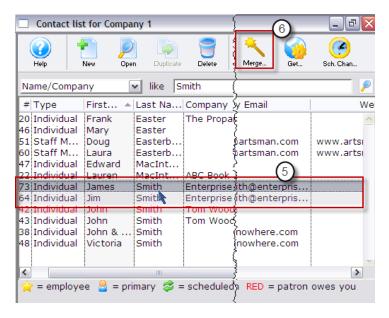


- 1. From the main window, click the **Patron** button. The Contact List opens.
- 2. Enter the search criteria to locate duplicate Patrons and click the **Search** button. The Patrons matching the search are displayed.
- 3. Click the **Duplicates** button. The **Duplicate Search Options** window opens.



- 4. From this window, you can choose to search by the:
 - List –this list is made up of the search criteria displayed in the Contact List dialog, or
 - Database—this will search the entire database looking for any possible duplicates and then display them in the list.

For example, Jim Smith's partner has a different last name, but shares the same address, telephone and contact information, you may want to merge them into the same household.



As you can see, Jim Smith has been added as James Smith through on-line ticket purchase, there are now two Patrons to be merged into a single Patron record.

5. Once you have identified your duplicates, highlight them.

Merging Patrons - 36

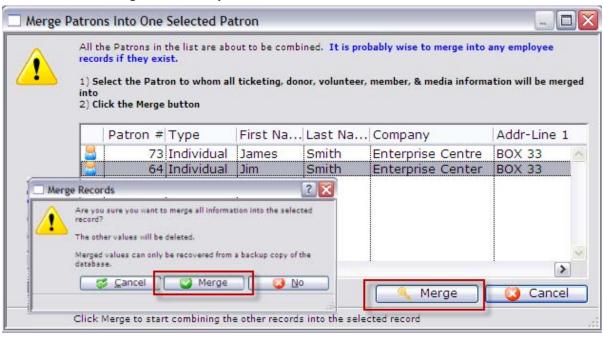
6. Click the **Merge** button.



The Merge button gives you the option of combining the highlighted patrons:

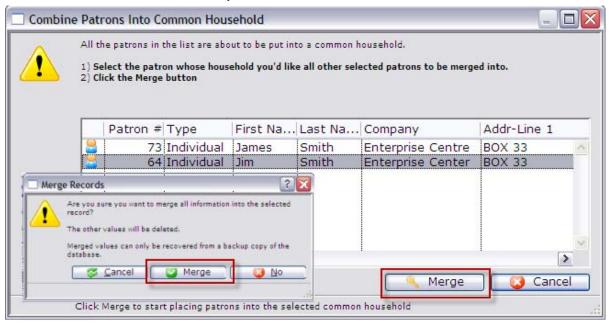
- a. Into a common household (for example you searched for the same address and are merging patrons into a household record) or
- b. Into a single patron.

7a. You choose combining the selected patrons into a common household.

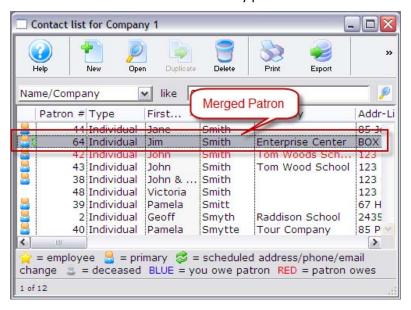


- 1. Select the Patron to remain and Click the Merge ______ button. The Merge Records dialog opens.
- 2. The dialog asks you to confirm your choice. Click the **Merge** button. You are returned to the Contact List window and the Primary patron remains.

7b. You choose to combine the selected patrons into a Selected Patron.



- 1. Select the Patron to remain and Click the Merge button. The Merge Records dialog opens.
- 2. The dialog asks you to confirm your choice. Click the **Merge** button. You are returned to the Contact List window and the Primary patron remains.



In our example, there is now a single patron record for Jim Smith, containing the data added and tickets purchased with the other Patron number.

This makes both your and the Patron's record keeping easier.

Merging Patrons - 38