

# Marketing Sources Overview

Last Modified on 08/15/2022 11:41 am EDT

Marketing Sources identify how a sales lead learned about your company or how a Salesperson learned about a sales lead. When creating a proposal, the Marketing Source is a required field.

Your company may select a default marketing source that will auto-fill when creating new proposals. This default is selected in Setup > Company > System Defaults.

### System Defaults

Next Customer Number	4223	Customer Type	Commercial
Next Invoice Number	3383	System Type	Burglar Alarm
Next Vendor Number	3001	Billing Cycle	
Next Purchase Order Number	1097	Default Term	Net 15
Accounting Open Date	10/1/2014	Recurring Term	Net 10
Fiscal Year Starts	1/1/2023	Service Invoice Term	Due on Receipt
Labor Warranty	Labor - 1 Year	Manual Invoice Term	Net 30 Days
Part Warranty	Parts - 1 Year	Sales Tax	Michigan
Service Level	Time and Material - Commercial	Country	United States
Work Order Type	Service Call	Marketing Source	Google
Invoice Delivery	Print	Default Vendor	ADI
New Work Order Status	New	Work Order Type	Service Call
CC/eChecks Funding Month		Work Order Status	New
Select Day for RMR Cycle	OFF		
Show Late Fees on Invoice	ON		
Auto Apply Payments/Credits	ON		
Email RMR Payment Receipt	ON		