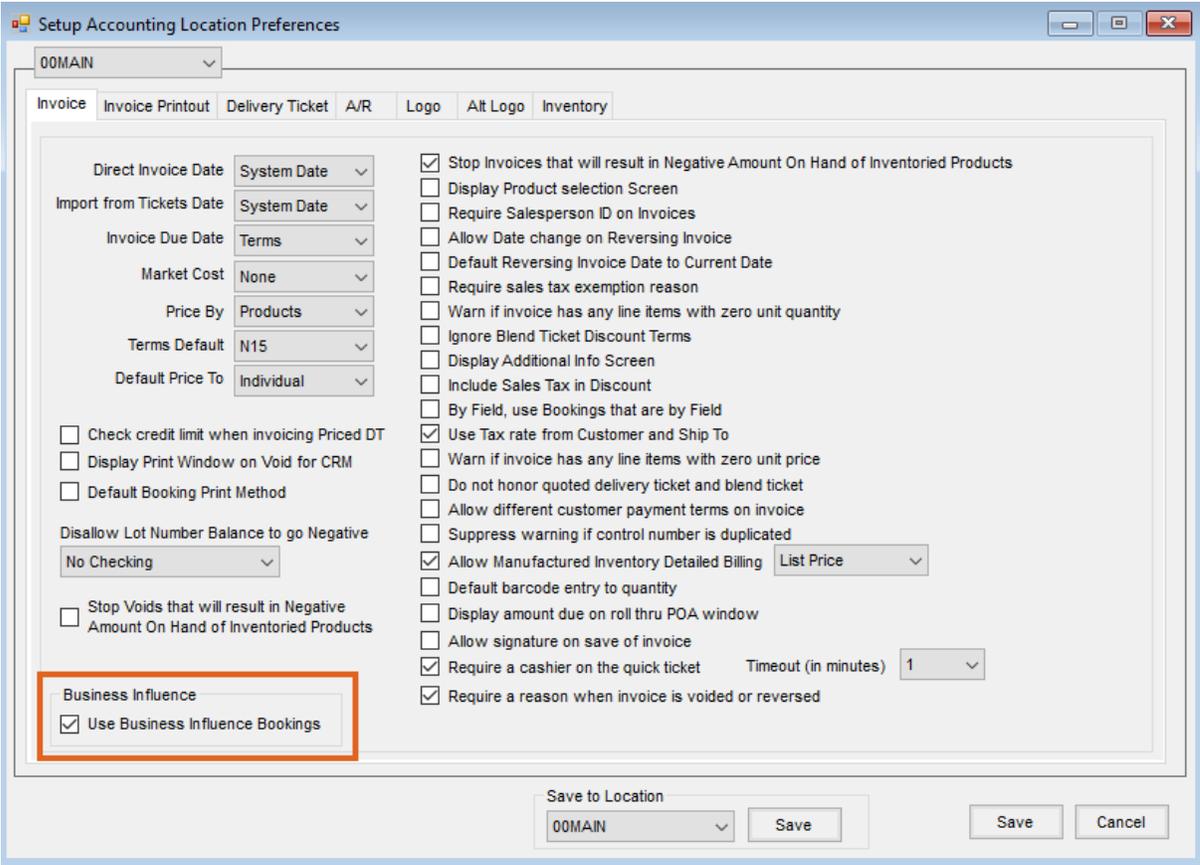


# Business Influences on Bookings

Last Modified on 03/04/2026 3:26 pm CST

Larger customers or companies may have a business relationship with other accounts such as other Customers, Farms, or entities. They want these accounts to be billed separately but want to book all the Product under the main account because at the time the Product is booked, it is unknown how much the individual accounts will need. Business Influences on Bookings give the ability to have a single, large contract for the main Customer, Farm, or company account, then use it for their related accounts.

1. First, on the Invoice tab at Setup / Location Preferences, enable the Use Business Influence Bookings preference.



To use Business Influences, some set up is required. For information about this process, please see [Business Influence Setup](#).

2. After Business Influences are established, when adding a Booking, select the *Business Influence* from the drop-down.

Add Booking #1200280 Customer 1 of 1

<b>Splits</b>	Customer ID	Cryst	?	Regular	PrePay	UAC	Credit Limit
	Customer Name	Crystal Creek Farms, In	0.00	0.00	0.00	15000	
	Field ID		?				
	<Comments>						

Book Date: 05/10/2024  
 Start Date: / /  
 Expiration Date: / /  
 Price By: Products  
 Price Default: Individual  
 Terms: (None)

Generic Prepay

Price Level:   
 Prepay Amount:   
 Business Influence: Partnership

<Product Name>	Quantity	Inv	Levl	P	Dwn	<Unit \$>	Bill U	Total \$	S#	<%>	Your Share	<Am
1 Dap (18-46-00)	5000.000	Lbs	List	<input type="checkbox"/>	<input type="checkbox"/>	411.37	Tons	1028.43	1	100.0000	1028.43	
2 Potash (0-0-60)	5000.000	Lbs	List	<input type="checkbox"/>	<input type="checkbox"/>	375.00	Tons	937.50	1	100.0000	937.50	

Planned Booking Payment Method:   
 Analysis:   
 Apply Rollups:   
 Contract Format:   
 Total Booked: 1965.93  
 Amount Paid: 0.00

<Salesperson ID>: BeanSt   
 Control #:   
 Print Method: 1. No Roll up

Additional Comments:   
 Cancel <Back Next> Save

The Booking can then be used at invoicing by the original Customer on the Booking or by any of the Customers listed in the Business Influence group.

Bookings default in to be used on Invoices under the normal Booking hierarchy rules with Business Influence Bookings checked last. If a Business Influence Booking is available for a line item, it displays as View. At the Booking Detail screen, the Bus. Inf. Bookings button displays in red.

Booking Detail for Line Item - Dap (18-46-00)

Product Name	Customer %	Share	Quantity	Level	List Price	Share \$
Dap (18-46-00)	100.0000	2500	View	411.3700	514.21	

Retain Invoice Price

Available Bookings -----Current Booking Status-----

Date	Booking #	Field ID	Product	Quantity	Price	Total \$	P	Location
05/10/2024	1200280	/	Dap (18-46-00)	5000.000	411.37	1028.43	N	00MAIN

Prepay Status:  Show not Active Bookings  
 Not Paid Book #

**Bus. Inf. Bookings** Show Products Unbook Line UnBook Invoice Book Invoice Prepay Book Only Done Cancel

Selecting the button allows the desired Business Influence Booking to be chosen.

Only unpaid Bookings with a Business Influence selected are recognized at the time of invoicing. A Business Influence may be selected on a paid Booking but will not be available to use on an Invoice by anyone except the Customer on the Booking.