

2019 add \$1,000 monthly profit per Technician

## 3-Minutes An Hour

**Purpose:** Your shop will maximize success if all of your employees understand where you want your business to go and what's in it for them. What better way to improve performance than by involving the employees who actually do the work and then listening to their ideas? A company is as good as its people. All employees will earn more money without working longer or harder and their wage increases will come from increased profit. Communication between customers, office and shop personnel, is critical for success. Prerequisite: Owner must have completed a 2 day Financial Management For The Auto Repair Business or attend this class with your employees. (2.5-3 hours evenings) **THIS CLASS PRODUCES IMMEDIATE RESULTS**

**Who Should Attend:** All shop employees including technicians, service managers and support staff. Employees will learn THE LABOR FACTORY™ CONCEPT and the value of support staff and teamwork. Emphasis is on working smarter...not harder. Payroll incentives are paid from profit improvements.

**TEN DOLLAR Business:** Employees will understand a basic income statement so that they can see where the money comes from and where it goes. With knowledge of income and expenses, they can see how their performance (or lack of it) has a direct impact on the company's prosperity and their own future. Learn the monthly and daily sales required for the business to pay for simple things like a loss of a 35 cent fuse.

**The Labor Factory™.** The very essence of a repair shop's business. A 5% increase in efficiency can add \$1,200 profit per month per technician. Your technicians can make your shop 5% more efficient; especially when given an incentive to do so. It is done by making your tech's job easier rather than harder.

**Work Smarter...Not Harder:** Learn actual cost per minute of operating a repair facility and identify time robbers that cost the company and employees money. We will use every day examples such as the cost of being on the "tool truck"... the cost of "come backs", "personal phone calls" texting etc. or allowing techs to order their own parts.

**Part Two:** is devoted to group breakout sessions with fellow technicians, followed by open class discussion. Owners will be asked to leave the room during break out sessions to allow their employees to discuss problems and solutions in private. Technicians are asked to list the ways they can become 5% more efficient as well as the causes of being inefficient. After the break-out sessions, owners are invited back into the room to listen to their employees suggested solutions. Owners take notes and implement ideas that are appropriate. Employees and owners go back to their shops with a plan for improving their personal income through increases in company profits.

**The vehicles are changing;** The marketplace is changing; competition won't go away. Yet opportunities for increased income is excellent, but it will require a team effort composed of technicians and support staff working together towards the same predetermined and measurable goal. Fellow shop owners and technicians will be there...discuss common problems, share ideas, learn solutions, and increase your income.

**Contact:** NAPA Auto Parts or your NAPA sales representative  
**CALL** 617.901.0243 On-Line At: [www.VinWaterhouse.com](http://www.VinWaterhouse.com)  
**EMAIL:** [Automotv@aol.com](mailto:Automotv@aol.com) or [Vin@VinWaterhouse.com](mailto:Vin@VinWaterhouse.com)

*Vin Waterhouse*