



# Financial Management for the Auto Repair Business 2- Days

Presented by Vin Waterhouse

**2018**

## Did you know?

- A. The Top 25% Shop Owners Net Profit is over 7 times higher than average shops?**
- B. The Top 25% Shops Annual sales were \$57,529 HIGHER than the average of all reporting shops?**
- C. The Top 25% produce \$1,651 more labor per month per technician?**
- D. The Top 25% gross profit on labor is 3.7% higher than the average of all shops?**
- E. The Top 25% sell \$26.45 more sales per repair order than average shops?**
- F. The Top 25% work on fewer vehicles, and are 7.2% more efficient than average shops?**
- G. The Top 25% produce \$14,056 more profit per employee than the average of all reporting shops?**

**Top 25% shops average \$105,898 annual Net Profit after all expenses are paid.**

**I know what high profit shops do differently and how they do it** This class teaches what they do differently and how they do it. Invest 2 days to be with other shop owners, discuss proven business practices and take your shop to the next level. Receive a monthly budget for ea. Category of your business. Know what your net profit should be each month before you even open your doors.

**Stop REACTING to Crisis:** Your shop should operate just like a "Franchise" with written procedures for the most common repairs and business practices. Use proven systems for your shop, then manage them. If you fix your business, then fixing vehicles becomes fun again with way less stress. Manage your business systems, take your next vacation, relax and not call your shop to put out fires.

**Recovery Rates and Factors?** Customers will continue to shop parts prices and services on the internet. Internet pricing will not go away so deal with it NOW! If you install engines or transmissions you need to earn your normal gross profit per billed hour. This class will show you how.

**Office Efficiency:** Your business will be as profitable as your front office is efficient. Do your techs work on vehicles 90% of the time when you have the work and do you get paid for it? Do you lose time because you can't contact your customer even though you have their cell # Have you educated your customers to make themselves available to you at a moments notice after they leave their vehicle with you?

**Factory Efficiency™** Quick and turn around provides high customer satisfaction. A 5% increase in Factory Efficiency will more than double an average shop's net profit without raising your labor rate. Learn how to do it.

**Money Back Guarantee: FREE 11 page analysis of your shop and a 1 on 1 consultation with Vin Waterhouse**

**Attend! You'll never look at your business the same way again!**

**Contact:** NAPA and Ask about their \$440 Scholarship. No obligation

**Visit:** [www.vinwaterhouse.com](http://www.vinwaterhouse.com) and click schedule for contact information

**Call:** 617.901.0243 or email [vin@vinwaterhouse.com](mailto:vin@vinwaterhouse.com) or [Automotv@aol.com](mailto:Automotv@aol.com)

*Vin Waterhouse*