



# Financial Management for the Auto Repair Business 2- Days

Presented by Vin Waterhouse

**Did you know? Both Live or Virtual and NEW**

**We start with monthly net profit and work backwards to achieve it.**

Improved Vehicle quality and the growth of electronics means shops sell fewer parts per driven mile. Shop owners have evolved to making the majority of their profit in labor like , carpenters, electricians and plumbers etc. The change requires three labor rates to navigate the transition from parts profit dependency to labor G.P. paying all the bills and parts profit as add on.

**Research shows** the average internal combustion engine vehicle (ICE) has 28-30,000 parts per vehicle if you include every rivet, nut, bolt, washer etc. The average electric vehicle (EV) has only about 7-10,000 parts. ( 2/3 fewer parts). Vin's class identifies opportunities these changes bring and solutions to increase your net profit the very first week you implement them.

**The top 25% most profitable shops earn almost 5 times the net profit as average shops.** The class demonstrates what they do differently and how they do it. Invest the time to be with other shop owners, discuss proven practices and take your shop to the next level. Receive a monthly budget for every category of your business and track your net profit daily with ease.

**Seize Control :** Operate like a "Franchise" with procedures for common repairs and business practices. Use proven systems for your shop and manage them. Once you fix your business, fixing vehicles becomes fun again with less stress. Accomplish this by working one hour a day on your business.

**Labor Intensive & Diagnostic Labor Rates** Sell parts at cost because the parts profit is built into the labor by using a unique formula. The formula allows you to make your full profit in labor like other professions. Now you can match any price and still make your full profit.

**Office Efficiency:** Your business is as profitable as your front office is efficient. Do your techs work on vehicles 90% of the time when you have the work? Do you get paid for every hour your techs work on vehicles ? Most shops don't and there is an easy fix to that.

**Factory Efficiency™** A 5% improvement in technician efficiency adds more than \$1,000 per month per technician to your bottom line without changing prices. Learn where to improve and how and do it!

**Money Back Guarantee: Plus... FREE analysis of your shop and a 1 on 1 coaching session with Vin Waterhouse**

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

**Contact:** Your NAPA sales person or store owner...ASK about their \$440 Scholarship

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

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*Vin Waterhouse*