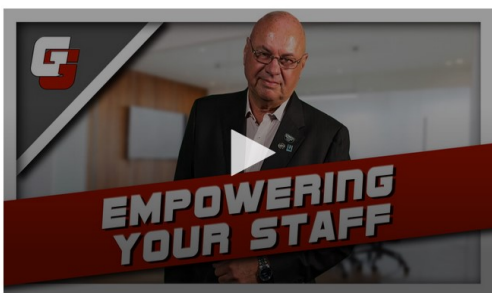




Training Division

The average shop in Canada is missing \$25 - \$30,000 NET profit per BAY!

Don't forget to work ON your business....



Instructor **BOB GREENWOOD** will help tune your business in this live course.

SASKATOON , SASKATCHEWAN
NOVEMBER 15 , 2019
8am-5pm Holiday INN Downtown
Only \$450 per person
Register at APDPARTS.CA

1 Day Business Management Course for Service Shop Owners Service Advisors and Bookkeepers

Register today - 1st come 1st served with limited spots.



APD SUPERSHOW is the Following day (Nov 16) at PRARIELAND park in Saskatoon. Great opportunity to see the NEWEST tools, equipment and parts for your Automotive Business. *There will be travel incentives for out of town guests who wish come to show.*

Automotive Parts Distributor Rate of \$164.99 at the Holiday Inn Downtown [306-986-5000](tel:306-986-5000)



SASKATOON , SASKATCHEWAN

NOVEMBER 15 , 2019

8am-5pm Holiday INN Downtown



1 Day Business Management Course for Service Shop Owners Service Advisors and Bookkeepers

This one day shop business management course is an intensive one day instructional seminar and workshop reviewing today's Business realities as it applies to the financial end of the independent sector of the industry.

This course also allows the shop owner, the Service Advisor and bookkeeper to understand what will be required now to measure their business on a daily, weekly and monthly basis to move his/her business bottom line forward by understanding how the disruptors that are coming will affect key measurements and what we now have to do to build the business.

We will do 20 breakout sessions studying your own numbers from your business. **The facts are, the average shop is missing between \$25,000 and \$30,000 NET profit per Bay per Year from its current business coming through the door.** By the end of this class you will know where it is in YOUR shop and most important, HOW to address the disruptors so you can go after it.

An overview as to where our aftermarket sector is headed and why? The “mechanical trade” days are over.

Understanding the game changers for 2020 and the incredible disruptors that are hitting the aftermarket.

Connected, automated, shared and electric technologies will impact the aftermarket. They are not theory, they are a true reality. Staffing is a key disruptor also that must be addressed; now what and how?

Business operation ratio's, guidelines and objectives to drive bottom line net profit in a disruptive aftermarket.

Business procedures and formulas that focus on net income development and building a great business culture that attracts the right clientele.

Gross profit Guidelines - understanding the new gross profit mix required

Break out – examining our ratio's compared to objectives & key guidelines – where do we stand and what must we do to start improving them?

Employee Retention – What will it take to attract and retain the best staff for the shop?

Shop Site Efficiency What is it?

Breakout – examining our site efficiency and what it is telling us about our business and lay out a plan to improve it?

Labor profitability – Calculating the true net figure after tax of 1 hour by understanding how cost per billed hour really works.

Breakout – examining our shop's labor profitability in detail.

Detailed Labor rate analysis – It's all about shop efficiency and the connection to the cost per billed hour and now all labor rates will be set based on the cost per billed hour. How does your shop measure up?

Tier labor rates : How many now are required? How to implement them?

Providing the service advisor with the right tools to calculate net income on the invoice/repair order before it is closed off?

Breakout session – learning the new procedure by examining our profitability on 5 different Repair Orders.

Review - setting the right objectives to build a client structured business.