

# Improve Your Skills Increase Your Profit



Competitive Advantage Through  
Total Performance Improvement



Experience has proven that many Bodyshop's are owned and/or managed, by highly skilled technicians. The skill sets gained over the years; through specialist training and development, have provided the company with the foundation for the technical excellence required in a progressive accident repair workshop. These owners and managers are to be congratulated for developing their career, and making the move, from workshop to management.

Having the courage to do this is commendable, however, unless the owner/manager has allied that courage to good financial dexterity and business acumen, they may very well find themselves in a very exposed and vulnerable position.

With so many Bodyshop's facing incredible challenges, the need for owners and/or managers to become **Financial Engineers** has never been greater. This transition, from **Technical Engineer** to **Financial Engineer**, is a fundamental requirement, as being busy no longer guarantees being profitable. Failing cash flow becomes the silent assassin and while taking on heavily discounted work contracts might look tempting, to the unwary they may only prolong the agony.

The above may be stating the obvious, but, can anything be done to help?  
**YES!**

Our Interactive Workshops, address the core elements. Supported by the Bodyshop Fellowship, the workshops have been developed to meet the needs of owners, and managers, anxious to improve their financial skills. Titled "**Anatomy of Profit**", they take away the mystery and show how the disciplines within the Bodyshop, should be controlled and measured to maximise profit generation – and retention!

Is it possible to double the bottom line, with the same turnover; or can less turnover still produce an acceptable bottom line?

Attending one of our one day workshops, is about getting to grips with numbers that matter, the very numbers that make up the building blocks of success and that will influence the future. A close examination of the Workshop's content shows just how carefully the day has been structured to help Bodyshop's work differently, and certainly not harder, when it comes to designing the Plan for Profit and making sure that the plan stays on track.

Release Your Potential