

# MANAGE YOUR WAY TO A PROFITABLE SHOP

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## WHAT IS YOUR GOAL?

To have my repair shop earn \$X,XXX,XXX annually by the year 20XX, by increasing profits each year by X%.



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## WHO IS RESPONSIBLE?

Your entire staff will likely be involved in this goal. Make sure they know their roles and responsibilities and keep the chain of command clear.



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## HOW ARE YOU GOING TO MEASURE?

Focusing on tracking metrics on areas where your shop is losing money can really help boost profits. For example, tracking efficiency and productivity if the work is taking longer than estimated.



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## WHAT SYSTEMS NEED TO BE IN PLACE?

Examples of systems that can help boost profits include: estimate processes, shop organization, work processes for each job type, and task responsibility



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## WHAT KIND OF REVIEW PROCESS SHOULD I HAVE?

Decide how you want reports given to you, and how you want to check on systems. Weekly shop meetings can help keep everyone on the same page.

