

# WILL YOUR REPAIR SHOP BE HERE IN 5 YEARS?

1

## WHAT IS YOUR GOAL?

To have a repair shop that makes X dollars a year so that I can sell my business or earn passive income on my retirement in X years.



2

## WHO IS RESPONSIBLE?

Your entire staff will likely be involved in this goal. Make sure they know their roles and responsibilities.



3

## HOW ARE YOU GOING TO MEASURE?

Choose KPIs that help track profits in your shop, including closing ratio, average order value, gross profit margin, net profit margin, etc.



4

## WHAT SYSTEMS NEED TO BE IN PLACE?

Systems should be set up to keep your shop running uniformly, including how you greet customers, how quotes should be written, and how reporting should be done.



5

## WHAT KIND OF REVIEW PROCESS SHOULD I HAVE?

Since this goal involves your whole shop, you'll want to continually review the systems. Shop meetings can help you keep in touch with everyone.

