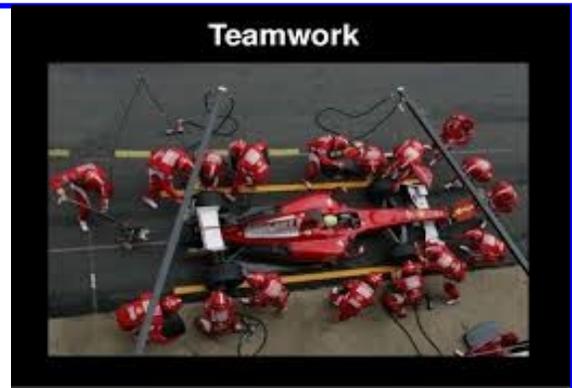


Running a highly successful repair shop is far too tough to do all on your own



Some repair shops consistently do \$38,000 - \$42,000 per technician, per month, in total sales. Other shops do \$21,000 - \$25,000. These shops are often in the same city/town and their average labor rate is \$100 per hour. What's the difference? It's not location. It's not the types of vehicles they work on. Sadly the average shop only sees 55% of it's true potential. The difference in these shops is simple. **It's management skills!**

Most highly successful shop owners have 2 things in common:

- 1. They know and understand their numbers** There is a huge difference between watching the bank account balance and understanding the numbers. **They know Where they are. Where they should be. How to get there.**
- 2. They are members of an automotive management group with other smart shop owners**

Kelly the Coach has lead automotive management groups throughout North America for over 25 years. The implementation for shops in management groups is over 20 x more effective than simply just attending training. You have 2 seasoned coaches and a team of up to 8 progressive shop owners and a holding you accountable; your on board of directors at your disposal. **T**ogether **E**veryone **A**chieves **M**ore.

Being a member of a typical management group does have it's drawbacks. They are expensive and time consuming. Expensive monthly fees and travel costs. Plus you need to away from your business for up to 10 full days every single year. You have a business to run!

Another drawback of most management groups is repeating topics and training each time a new member joins the core group. Too often existing members are held back as new members get up to speed. When your in university, you don't want to spend valuable class time going over stuff your learned high school. New members take a series of online workshops and receive up front one-on-one coaching.

Kelly the Coach has created T.E.A.M. (**T**op **E**ntrepreneurial **A**utomotive **M**anagers) to elevate management groups to entirely new levels.

T.E.A.M. meeting are held online so you save valuable time and money buy not having to travel and be away from your shop.

T.E.A.M. is your Blueprint for Success. Membership includes:

One-on-one monthly coaching with your coach Every month you will have Kelly the Coach all to yourself! These 90 min on-line sessions are targeted to just to your shop and is totally unique advantage of management group membership. These can be held during the daytime of evenings. Whatever works best for you.

MAPP Comprehensive Financial Analysis Tool Your monthly composite is the heartbeat of the group

Live full TEAM monthly meeting We review the group version of MAPP. Accountability at it's best!

Service Advisor Composite & Live Meetings Your SA is a vital part of your group. We have created a service advisor version of M.A.P.P. The competition between advisors in the group is awesome!

Kelly the Coach current and future on-line sessions 8 workshops that you can download to your computer. Complete workshop list on page 2. All available within 18 hours of becoming a member.

Future on-line live webinars Your membership includes every single live webinar any of the coaches hold

Member's Only Website The password protected communication centre for all of the groups

Management Tools Instant Access to an arsenal of spreadsheets, forms, articles and so much more



Top Entrepreneurial Automotive Managers (T.E.A.M.)

Initial Set-up Includes:

8 online Kelly the Coach training sessions



Sign up for T.E.A.M. and you will have instant access to 8 on-line Kelly the Coach workshops. Each session is between 90 mins and 2.5 hours. You can pause, rewind, and watch as often as you want. You can also download all training sessions to your hard drive. This is great for current and future employees. Invest once and train all of your current and future staff.

Manage Better 2017 The average manager is interrupted 232 times a day. We must stay focused on what is important and avoid what is not. Get focused on the "big picture".

Improved communications between Customers/Advisors/Technicians How many problems are caused in your shop because of a lack of communication between your customer, service advisor and technicians and back from your technicians to your advisor and back to your customers. Improve your communication.

Drastically increase your diagnostic labor sales Many shops see more sales dollars from parts than labor. This is totally upside down. Hardly ever do you sell parts without labor. Yet all of your diagnostic and inspection time is selling labor without parts. Learn to get properly paid for all of your diagnostic time.

65 ways to increase car count Many shops do need to increase car count. Yet it's not about doing stuff free or discounted to get new customers to your shop. Attract the right the kind of customers and vehicles. We don't want a database of cheapskates!

Make every car count Most shops do not have a car count problem. They have a problem making every car count. Learn how to make more, with less vehicles, by increasing your average invoice.

Mastering Scheduling Maintaining a healthy car count is essential for running a successful shop. Too few, and also too many cars messes up your day. Learn proven techniques scheduling techniques.

Service Advisor Selling Skills Order taking is common in many shops. Too often a customer arrives wanting something they don't need or needs something they don't want. Effective selling skills ensures a win-win-win. The customer wins. The shop wins. The employees win. Turn order taking into effective selling.

Set Your GPS for Higher Profit Where are you? Where should you Be? How do you get there?

One-on-One coaching with Kelly the Coach Three 2 hour on-line sessions. Daytime or evening

August New Member promotion is only \$330.00 (reg \$730)

Monthly Membership Includes:

Shop Owner On-Line Monthly Live Meetings to review the Comprehensive Financial Analysis Tool

Service advisor monthly Live on-Line session and service advisor version of M.A.P.P.

On-Line Live Monthly One-On-One Coaching with Kelly and/or Kevin King

MAPP (Management And Profit Planner) your personal version of the state of the art software for analysing, trending and planning your shop's entire financial information.

MAPP full group composite This version of the composite compares all groups members. See how you compare with your team member shops in all 167 areas of financial analysis. The competition begins!

Monthly Membership is only \$330 per month. Save \$200 per month No contract required

Only 2 Membership spots open as of August 2, 2017

Canadian Members copy and paste in your browser <http://tinyurl.com/TEAMSetUpgemCarPromoCDN>

US Members copy and paste in your browser <http://tinyurl.com/TEAMSetUpgemCarPromoUS>

Within 18 hours you will receive instant access to all of the on-line sessions. Questions? Email kelly directly kelly@kellythecoach.com

