

# Improve Your Skills Increase Your Profit



Providing A Competitive Advantage  
Through Total Business Performance

**ARC** SUPPORT  
SERVICES

## The Anatomy of Profit

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. 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 states the obvious, but can anything be done to help?**

**YES!**

Our Interactive Workshops address the core elements of **pro-active bodyshop management**. 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; can less turnover still produce an acceptable bottom line?

Attending one of our workshops is about getting to grips with numbers that count, the very numbers that make up the building blocks of success and that 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.

### Content:

- Welcome to the Time Machine
- Financial Engineering for Profit
- The Estimators Role
- Controlling the Cost of Sales
- The Importance of Gross Profit
- Breakeven & the Profit Gap
- Plan for Profit
- Interactive Assessment
- Q & A

Training is not expensive - Its Priceless

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