

ACGI

Automotive
Consultants Group Inc.

Winning Solutions for the
Automotive Service Professional



W. Scott Wheeler

You WILL Hit your 2014 Sales Forecast (If you follow these 3 steps) **HITTING YOUR KPIs ONE BY ONE**

Recently, I was speaking with an automotive repair shop owner who had many years under his belt. "You know, Scott...it's just not the same anymore. The days of gravy, being sloppy and inefficient, car count through the roof, techs knocking on my doors...those days are gone!" He stated that today's shop owner must operate with tactical precision. What do you think? In this powerful workshop, nationally recognized and AMI-Certified consultant, speaker, and trainer W. Scott Wheeler will show you how to make your shop work in harmony with the 2014 economy.

STEP ONE

- ✓ Learn how to design your sales forecast for 2014 – that's based on truth
- ✓ Learn where to look for the magic numbers (the KPIs)
- ✓ Learn what these Key Performance Indicators are telling you
- ✓ The automotive-style Profit & Loss statement is your roadmap – it shows where you are, and where you're going

STEP TWO

- ✓ Learn how to track your progress
- ✓ Learn how to quickly make course adjustments so you stay on track
- ✓ Gaining instinct – the numbers don't lie

STEP THREE

- ✓ You don't know what you don't know – Get Educated
- ✓ Four ways to tell if you have the right team on board
- ✓ Pay plans that excite and motivate your crew – and hold margin

Professional Background

Scott Wheeler of Automotive Consultants Group, Inc. (ACGI) is a shop management expert in the transportation industry, with over thirty-six years' experience in the automotive, trucking, heavy-equipment, marine, motor sports and defense aerospace industries. He has experience working in every position from tech, Fixed Operations Director, and Mechanical Engineer. Scott has authored 4 books for the automotive industry. He continues to write, consult, and speak professionally at major industry events throughout the U.S. and Canada. He has been a featured consultant/contributor to Ratchet + Wrench Magazine with articles relating to things such as technician compensation programs, among others. Visit us on our website to learn more: www.automotiveconsultantsgroup.com



WORKSHOP DETAILS

- WHAT: A nationally recognized speaker and consultant who resides in Atlanta, GA
- WHEN: Saturday, March 1, 2014
- STARTS: 8:00am sharp 'til approximately 4:30pm (or until we're complete)
- WHERE: Automotive Consultants Group, Inc. offices
1212 Murphy Rd.
Pendergrass, GA 30567
•♦ Use your GPS, follow marker signs, & call our office for directions
- INCLUDES: Catered food and drink, lunch and snacks
Also Includes a full-color printed workbook
- INVESTMENT: \$289 per person

Shop Information

SHOP NAME _____

CONTACT NAME _____

TITLE _____

SHOP ADDRESS _____

CITY _____

STATE _____

ZIP _____

SHOP PHONE NUMBER _____

CELL / ADDITIONAL PHONE NUMBER _____

FAX NUMBER _____

SHOP EMAIL _____

INVOICE BY:    CARD # _____

EX. DATE _____

PLEASE FAX COMPLETED FORM TO 866-279-9972
FOR QUESTIONS OR ADDITIONAL INFORMATION PLEASE CALL 404-290-2244

Nationally Recognized Speaker Featured In:

Ratchet + Wrench Magazine, Sept. 2013 and April 2014

**RATCHET
+WRENCH**

