



Next Sessions for Atlantic Canada starting in **September**  
To Register please call Shannon Smith  
Toll Free 1-877-860-3805

**YOU MIGHT HAVE A "PROFIT ROBBER"  
IN YOUR SHOP AND YOU DON'T KNOW IT!  
IT'S CALLED.... "LABOUR PRODUCTIVITY!"**



## *Get In The Green*

Bob Greenwood's business development courses provide quality garage management instruction on how to operate a highly profitable business in today's challenging climate

### Some of the many topics covered:

- How NET PROFIT is calculated and measured on each work order BEFORE it's closed off
- How to get out of the Accounts Receivable game and increase the bottom line of the shop
- How to set & obtain the correct labour rates & labour mix at the correct efficiency
- How to pay yourself a professional income from your "current" business
- How to work with your Parts Supplier to build a professional win-win business relationship

For more details, visit: [www.ekw.ca](http://www.ekw.ca) and click on "Business Development Courses"



<b>Course Dates:</b>	<b>September 8th and October 6th and November 10th Returning each month</b>
<b>Time:</b>	<b>8:00 am to 4:00 pm each day</b>
<b>Location:</b>	<b>Nova Scotia Community College - Dartmouth</b>
<b>Cost:</b>	<b>\$ 1,395 + HST Includes a 350 page manual with all information covered Coffee breaks, a working lunch, and also 1 year access to the AAEC web-site (a \$425 value)</b>

Bring the following information to the course ... (for your personal use only)

1. Your last year end financial statement as prepared by your accountant.
2. An interim financial statement with revenue separated by categories if you have it
3. The number of work order\invoices you had written for the previous year
4. Total labour dollars billed for the last full year (maintenance and diagnostic if broken out)
5. If possible, total dollars in part sales split into aftermarket and dealer parts for the past year
6. Completed work orders sampling 4 different types of jobs.
7. Portable calculator...very important

Bob will be available after class and each evening for personal, confidential help if needed.  
If you have any questions regarding this course before you register,  
**Bob has invited you to give him a call at 1-800-267-5497.**

Please complete the attached registration form and FAX to Shannon Smith 902- 465- 5734.

