

.....NEWS FLASH .....

# **More Dealers Closing Body Shops!**

## **BUT WHY?**

- You can have a well managed and profitable shop.
- It is a great profit center when managed professionally.
- You can do an extreme makeover at no cost.
- There will be no fee, and no additional expense.



**AUTO SALES COACH**

**[coach@autosalescoach.com](mailto:coach@autosalescoach.com) / 877.544.0007**

## **WHAT WE DO:**

Most consultants are in and out, and supposedly have all your problems figured out in one short week. They follow up one day a month for several months, charging your dealership a hefty fee.

### **THEY MUST BE HOUDINI!**

Body Shops are too complex for even a genius to correctly analyze and streamline in a week. It is unfair to your employees. It is unfair to you. If you are already running red ink in the shop, consulting fees are just more losses. There simply is no quick fix.

We give you 90 days of hard work. We become your hands-on, Body Shop Manager, first and foremost; your consultant secondly.

We work full time for you just like any other Body Shop Manager.

We put in long hours, meet every customer, handle and solve every issue, every day. We work the adjusters, solicit the insurance companies, manage production, train your people in quality procedures, and evaluate the level of competence of each worker.

**We make sure all your percentages are where they need to be.**

In our final month, after every process is working, and standards of excellence are the new mindset; we find and recommend the best candidate available for you to interview and hire. Our job is done.

**GENERAL MANAGEMENT EXPERIENCE  
FOR YOUR BODY SHOP**



**Elvin Pool, Managing Partner, ASC, Inc.**

*(YOUR FULL-TIME BODY SHOP MANAGER FOR THE NEXT 90 DAYS)*

**CREDENTIALS**

- THIRTY YEAR DEALERSHIP MANAGER
- BODY SHOP MANAGER (17 METAL MEN)
- SERVICE MANAGER
- PARTS AND SERVICE DIRECTOR
- GENERAL SALES MANAGER
- GENERAL MANAGER (500 UNITS A MONTH)
- DEALER TRAINING MANAGER
- INDEPENDENT TRAINING CONSULTANT
- ADA FRANCHISE INSURANCE APPRAISER
- LICENSED TEXAS INSURANCE ADJUSTER

# CONSULTING AGREEMENT

**Auto Sales Coach, Inc.** will supply a contract employee in dealer's Body Shop, for 90 days.

Our contractor will function as a **1099 employee** of \_\_\_\_\_, and report to the Dealer Principal, or the General Manager, as agreed prior to beginning the **90 day period**.

The working hours will be **Monday through Friday from 8 to 6 daily**.

It is understood that this consulting/management period cannot be a zero net cost situation if there is a body shop manager on staff when the contract employee begins. Therefore, it is agreed that the dealer will have made terminations by the start date of this agreement.

Our contractor will replace the Body Shop Manager, and function fully as the department head for the duration of the agreed period of 90 days.

The salary is agreed upon to be **\$9995.00 for each month**. The contractor salary is paid bi-monthly (\$4997.50 each) on the same days as all other department heads. In the case there is no bi-monthly payroll, the salary is agreed **to be paid on the 15<sup>th</sup> and last day of each month**. If the start date is later than the 1<sup>st</sup>, the initial month will be pro-rated.

All checks will be made to **Auto Sales Coach, Inc.**

The contract employee will pay his own personal expenses.

If dealership management request additional time, for example, while waiting for the new Body Shop Manager to finish a termination notice with the employer he is leaving, the additional salary will be pro-rated based on additional days worked.

It is understood that **the contract term is for 90 days**, and that the contract employee made business decisions required to commit to this period, and **the dealer likewise, obligates himself to this full period with the agreed obligation to pay the employee for 90 days**.

It is agreed that the contract manager will not leave, within reason, at the Dealers choosing, until the new manager is on board, but in no case before 90 days.

**Agreed to by the dealer representative signing below:**

\_\_\_\_\_  
Signature Title

Contractor to Start: \_\_\_\_\_, \_\_\_\_\_

Ending Date Target: \_\_\_\_\_, \_\_\_\_\_