

solutions

Applied Body Shop Management - ABSM

Customized Solutions for Automotive Clients

ASC Retail Consultings Applied Body Shop Management™ program will teach your management team proven techniques of creating lasting, positive impressions, retaining customers, and building traffic in your body shop.

The program will help you understand and improve the relationship between you and your adjusters. Once we help you increase traffic and improve your closing ratio, focus is placed on the internal processes that drive both productivity and profitability.

The processes that turn an ordinary body shop into a profitable one require close attention and are often overlooked. That is where the Applied Body Shop Management program places its focus. ABSM is a total program designed to train dealership management on the details and procedures of proven management techniques for the body shop.

Through a series of in-dealership visits, and seminars, the ASC consultants will cover these key topics with your body shop managers:

- Financial Analysis
- The Current Market
- Traffic Building
- Monitoring Performance
- Merchandising
- Paint and Materials Control
- Production Systems
- Facility Utilization
- Expense Control
- Pay Plans
- Management Operating Procedures

Implementation of these techniques is the necessary part of this program. Our consultants will assist your management team with implementation in all areas of your operation.

The Applied Body Shop Management program includes the tools necessary for successful implementation of the program.



Optional additions to enhance the first year include:

1. Cosmetic Repair Guide
2. Continuous Monitoring Service
3. Attendance in a Body Shop Forum

The results that will follow successful implementation include:

- Improved shop productivity
- Increased parts and labor sales and gross profits
- Improved customer retention
- Improved performance with the tools to track it, and
- Increased bottom line profits

For more information on the Applied Body Shop Management Program™, call ASC Retail Consulting today.

'Education is the key to knowledge but implementation is the key to success'

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Information is subject
to change without notice

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