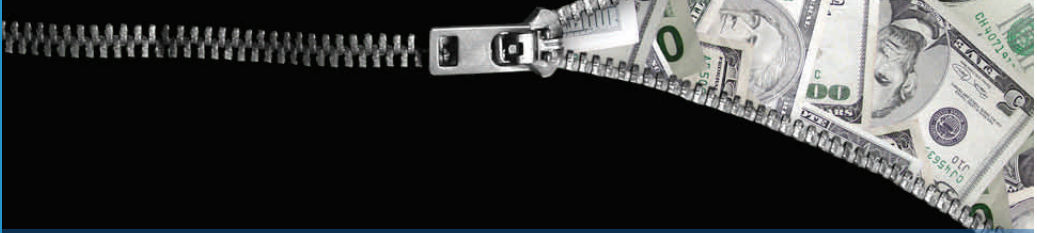




Presents:

PROFITING FROM CONTROL



Learn to gain control of your business!! During the 1980's, a "management revolution" engulfed the collision industry. This revolution led to better management techniques, better equipped shops, better trained employees, and better more productive attitudes toward customers and business in general. **What the students of these techniques learned about was SUCCESS.**

This is not an accident. The better you and your staff understand the basics of management, the better equipped you will be to handle the many challenges that face the collision industry. The seminar of the '80's attracted many, and was positively overwhelming in the attitude changes of those in attendance. **The rebirth of this workshop will now enlighten those wishing to succeed in the new millennium!**

Don't miss this opportunity to learn, grow, and regain control of *your* business !

Collision Repair Management Basics

Instructor: **Jeff Hendler**

Co-Hosted by: **ABPAH and SCRS**

Honolulu

Saturday, February 20th
Honolulu Country Club
1690 Ala Puumalu St, Honolulu, HI 96818
8:45am - 4:30pm

Breakfast & lunch will be provided

“As an experienced business owner I walked away from this seminar inspired and excited; but the insight and fundamentals of business are exactly what my employees needed to hear to understand where our shop goes from here!”
Craig Griffen, Laney's Collision Center

“This is a remarkable seminar focusing on the true basics of business management. If you believe , like I once did, that you truly can't be away from your shop; or that your shop will not properly function in your absence, then this workshop is designed specifically for you. ”
Torchy Chandler., Chandler's Collision Center



Automotive Body & Paint Association of
HAWAII

Registration Form:

Profiting From Control Collision Repair Management Basics

Instructor: **Jeff Hendler**

Attendance Fees:

SCRS National Member \$225.00

ABPAH Member \$225.00

Non-Member \$295.00

Join SCRS or ABPAH prior to the workshop and receive a \$100.00 credit toward the workshop

Breakfast & lunch will be provided for all attendees

Name: _____

Business Name: _____

Position: _____

Email: _____ Phone: () - _____

Address: _____

City: _____ State: _____ ZIP: _____

Member of: SCRS ABPAH None

Payment: Check Credit Card

Number of attendees: _____ Total Cost: \$ _____ .00

Name of attendees: _____

Card Number: _____ - _____ - _____ Expiration: _____ / _____

Name: _____ SEC Code: _____

Billing Address (If different than above)

Address: _____

City: _____ State: _____ ZIP: _____

Who should attend?

This class is designed for shop owners, Production Managers and Fixed Operation Managers

What is the course objective?

To provide the participant with the skills, knowledge and tools necessary to improve their collision center's production output, functionality, dependence on individuals and profitability.

How long is the course?

The course is 7.5 hours of instruction in a hands-on workshop format.

What type of topics will be covered?

- Collision industry overview
- Organization and planning of daily business activities
- Setting and achieving business objectives
- Understand how to analyze profit and loss statements and determine ROI
- Organization of employee structure and how to assign accountability
- Conducting staff meetings that foster tangible value to the business
- Employment practices that promote long term retention.
- Measuring and analyzing production and scheduling objectives
- Parts department efficiency
- Shop and equipment valuation
- Negotiation techniques with insurers, customers and employees

Send registration to:

Fax: (808) 675-5898 Phone: (808) 228-6250

Mail: ABPAH 912 Ilaniwai St, Honolulu, HI 96813