



THE SUPPER CLUB

For the Auto Repair Business

The “**SUPPER CLUB**” is a group of 12-15 shop owners (2 people from each shop for a total of 24- 30 people) who meet locally on a regular basis. Our goal is to discuss and implement business strategies that will help increase the net profit of each member. Each member will be asked to share their successes with the group. Present your most pressing business problem to the club and the members will try to solve it for you. You will develop an operations manual including a check list to put on your calendar of what to monitor daily, weekly and monthly. Members are assigned simple tasks to be completed before attending the next meeting. The tasks will be started in class and The Waterhouse Group will work 1 on 1 with each attendee so that everyone feels comfortable with the process. Members are assigned a personal instructor, available daily, to assist you through all assignments. Supper Club meetings are held quarterly from 1:00 PM - 8:00 PM. or at other times if members of the group approve.

SUPPER CLUB MEMBERSHIP FEE: Each shop will be billed \$375.00 monthly on their parts statement for 12 months for an annual investment of \$4,500. Experience teaches us that the club duration will be for 18 months. This is a contract and members will be charged whether or not they attend any or all meetings. (The first 2 months payments must be paid in advance for a total of \$750) The cost of location and dinner, will be split evenly by the group members. The fee includes 2 people from the same shop; ex: husband / wife or owner / service manager. We urge you to bring your bookkeeper or your accountant to the first meeting. There is a 7 day grace period after the 1st meeting during which a member may withdraw from the club and receive 1/2 their initial payment back. After the grace period, if any member decides to quit the club, regardless of reason, they will be charged for the full membership fee as per the contract. This is only fair to the remaining members who share the cost of the location and dinner.

Supper Club Members are asked to fill out a financial profile using The Waterhouse Group category descriptions with specific definitions for each income and expense category. We start with your most recent 3 months data and account for every check you have written. The Waterhouse Group will provide a written confidential analysis of each shop owners financial performance quarterly. You will compare your strengths and weaknesses to the total groups average performance as well as industry benchmarks. Then we focus on improving the performance of each shop and the entire group. All assignments between meetings will be partially completed in class with one on one attention so that each member knows what to do and how to do it.

WATERHOUSE GROUP SUPPORT:

Club members have constant ongoing support from The Waterhouse Group via telephone, voicemail, and email. We will provide you a monthly / annual budget for income and expenses. Your results will be monitored. You will have a plan and know what your sales, expenses & profit will be months in advance. Shop labor rates & recovery rates & factors will be calculated from cost up. Issues such as sales, selling & getting paid for diagnostic work, service management issues, marketing, factory efficiency, job descriptions, employee incentives and inventory control will be covered as well. In fact, we'll train all your employees one evening free to make sure your whole team knows where your business is headed and where they fit into your plan.

If this interests you, contact Wayne Demers at 603-778-8411 or email wdemers@vinwaterhouse.com for more information.

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JOIN OR START A “SUPPER CLUB” TODAY..

“The best value in the marketplace”

Compatible with your Business Development Group

