



# Vin Waterhouse Financial Health Check 2013

**Count Your Yes Answer**

- 00 - 15 = High Risk
- 16 - 21 = Precarious Position
- 22 - 25 = Minimum Performance
- 26 - 30 = Good Bet
- 31 - 42 = High Income

**Don't think you need to take Vin's class? Take this test and decide.**

	Yes	No	Huh?
1. In 2013 can you take a vacation & have your shop run smoothly without you?	_____	_____	_____
2. In 2013, If sales are growing, you are busy, money is tight. Would you know why?	_____	_____	_____
3. In 2013, Do you know the minimum total sales per employee your shop should generate?	_____	_____	_____
4. In 2013, with internet shoppers, what should your parts gross profit % be ?	_____	_____	_____
5. In 2013, Do you know how much you should pay in tech wages per \$100,000 in sales?	_____	_____	_____
6. Do you know the breakeven point & <u>when</u> to hire a service manager?	_____	_____	_____
7. In 2013, do you know what percent of total sales should be spent on advertising?	_____	_____	_____
8. Do you get paid for all time spent performing diagnostics at the proper rate?	_____	_____	_____
9. Do you know what your gross profit per hour between parts and labor should be ?	_____	_____	_____
10. Do you know how much the average and high profit shops pay their technicians?	_____	_____	_____
11. Do you have a monthly dollar budget for every expense category in your business?	_____	_____	_____
12. Do you lose annually \$1,000 or more in parts that did not get billed?	_____	_____	_____
13. Can you arrive late and leave early without worry or problems?	_____	_____	_____
14. 2013, If total sales are \$400,000, do you know how much of that should be labor sales?	_____	_____	_____
15. The 15 most repetitive repairs = 70% of sales; do you have a written procedure for them?	_____	_____	_____
16. Is your labor rate calculated from cost up or what others charge in your area ?	_____	_____	_____
17. In 2013, Do you know how many gross profit dollars each employee should generate?	_____	_____	_____
18. Do you have written job descriptions for every employee?	_____	_____	_____
19. Do you know what percent of the time your techs actually work on vehicles?	_____	_____	_____
20. Do you know how many dollars per repair order your techs should generate ?	_____	_____	_____
21. Do you know & track your individual technician's efficiency percent ?	_____	_____	_____
22. Can you pay cash for all equipment costing \$1,500 or less as you need it ?	_____	_____	_____
23. Do you know how much your expenses should not exceed per \$100,000 in sales?	_____	_____	_____
24. If you have 6.5 employees, how many of them should be support staff?	_____	_____	_____
25. Do you know what your parts gross profit should be with shop supplies added?	_____	_____	_____
26. Does your financial statement show parts, labor & sublet profit separately?	_____	_____	_____
27. Do you know what your minimum & maximum inventory dollars should be?	_____	_____	_____
28. Do you know what your avg. labor sales per work order should be & track it?	_____	_____	_____
29. Do you know what your gross profit % on labor should be?	_____	_____	_____
30. Do you know what your total gross profit should be per \$100,000 in total sales?	_____	_____	_____
31. Every business has two break even points. Do you know what yours are?	_____	_____	_____
32. Do you know the minimum monthly labor sales your techs need to generate ?	_____	_____	_____
33. Do you pay all parts suppliers on time and take discounts for early payment ?	_____	_____	_____
34. Do you know what your payroll as a percent of sales/GP should be?	_____	_____	_____
35. Do you have an easy to understand employee incentive program that works?	_____	_____	_____
36. Do you know the maximum hours a tech should be scheduled for per day?	_____	_____	_____
37. In 2013 Do you know what percent of sales should be spent on equipment?	_____	_____	_____
38. Do you know the average sales per repair order high profit shops generate?	_____	_____	_____
39. Do you receive and understand a monthly P&L and balance sheet?	_____	_____	_____
40. Do you know the sales breakeven point required to pay for equipment?	_____	_____	_____
41. Do you know when it is better to buy versus lease ?	_____	_____	_____
42. Will you take 2 days away from your business to learn and apply the above?	_____	_____	_____