

Estimating Solutions for Profit



Advanced Business Management

There has never been a better time to increase estimate profitability and to move your entire business forward!

A body shop is only as good as its estimates ...

It follows that there are thousands of competent shops in the market today. But most estimators still fail to capture the maximum profit potential with their estimates.

Do not let your shop be held captive by shrinking profits because your front-line people lack the rock-solid ability to negotiate the real repair costs.

This is the most dynamic, hands-on workshop that has ever been assembled. Proven results indicate the attendee's skill level has increased on average by 28%.

In this 7.5 hour program you will learn all the things about estimating for profit that you were never told!

"The very next day after the session, these guys were asking for, and collecting for, many items that we have never collected for before."
-Body Shop Director, Park Place Bodywerks, Dallas, TX

"Our average R.O. increased by 15% since we've attended the ESP course."
-President, C&H CARSTAR Collision Center, Ogden, UT

Who should attend? The class is designed for Managers, Fixed Operations Managers, Production Managers, and Estimators.

Course Objective: To provide the participant with the skills, information, and tools necessary to write and negotiate more profitable estimates.

Topics Covered: Non-included items, how to get paid for what you do, the estimate "blueprint" for profit, managing P&M for profit, increased productivity, the real use of "p-pages," profit breakdown, negotiating to "win," effectively communicating with insurance companies

Cost: \$295.00 / A-Plus Shops: A-Plus Points can be used for this training course.

Course Length: 7.5 Hours / Hands-on Workshop Format

Class Size: 10 attendees minimum, 20 maximum



Sherwin-Williams Automotive Finishes

