

This course is designed to provide Office Managers, Accountants, and Owners insight into common collision industry financial and managerial ratios so they can use a common industry Chart of Accounts to standardize reporting and effectively benchmark their business to continuously improve their operations.

“My purpose in joining the Acoat program was to learn more about the production process and to get a better perspective on statistics.”

Joanna Foree
Body Shop Manager
Westwood Automotive
Kirkwood, MO

FINANCIAL ANALYSIS OVERVIEW

(4 hours)

Target Audience

Production Manager, Office Manager, General Manager and Owner

Are You Experiencing:

- Inconsistent gross margins
- Poor financial performance
- Lack of direction on how to set up your financial statement Chart of Accounts
- Lack of awareness of industry standards for various operational ratios
- Lack of understanding of business ratios

This Course Will Provide:

- An opportunity to review the basic Acoat selected Chart of Accounts and Income Statement format
- A review of the information coded to each account
- Formulas for the determining break-even points and setting goals based on desired profit levels
- Assistance in setting basic sales and production goals
- Methods and formulas for calculating gross margin and suggestions on ways to improve performance
- An opportunity to discuss operating /overhead expenses and ideas to minimize them
- Methods to calculate various managerial ratios and how to improve them
- Methods for keeping score and maintaining daily operating controls and a discussion on how to improve your results

Participants will be asked to submit their most recent financial statement to allow the Services Consultant to assess its condition, offer process improvement suggestions, and calculate their repair facility's results.

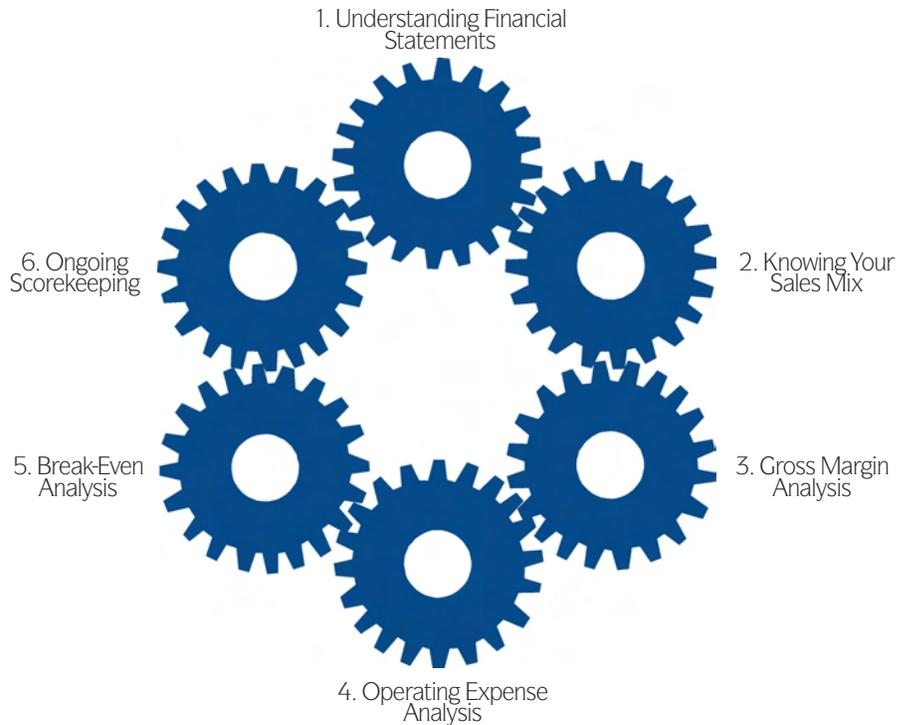
Why We Are Different!

We understand the value of your team's time and the need to keep your staff in the repair facility maintaining production. Therefore, most classes are modular in format and delivered locally.

Instructors are Akzo Nobel employees whose only responsibility is business improvement for our customers. This interprets into great depth of knowledge and increased learning for students.



Financial Analysis Overview



**Investment Analysis*
Financial Analysis Overview**

Assumptions	
Current Sales (Monthly)	\$100,000
Current Efficiency	150%
Current Gross Profit Margin	39%
Current Overhead Expense to Sales	28%

Profit Drivers	Service Impact	Monthly Profit Change
Sales	N/A	\$0.00
Efficiency**	N/A	\$0.00
Direct Cost (as a % of sales)	-0.2%	\$200.00
Overhead Expense (as a % of sales)	-0.2%	\$200.00
<i>Total</i>		<i>\$400.00</i>

Investment	
Service Cost	\$0.00
Salary & Benefits (service execution)	\$150.00
Travel	\$100.00
Salary & Benefits (implementation)	\$1,200.00
Other Implementation Costs	\$0.00
<i>Total</i>	<i>\$1,450.00</i>

Your Potential Return on Investment	
Annual Operating Income Improvement	\$4,800.00
Investment	\$1,450.00
Return on Investment (\$)	\$3,350.00
Return on Investment (%)	231%
Investment Breakeven in Business Days	76.1



* This analysis is not a financial guarantee. It assumes proper and complete implementation of concepts and recommendations offered.
 ** Profit improvement from an increase in efficiency is expressed through an increase in sales.