



ASCCA Foothill Chapter 5

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MARCH 2026

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Join ASCCA Chapter 5 by clicking [HERE](#),
or use this QR code:



If you refer a shop who joins, you get \$125 when they pay their first year.

PRESIDENT'S MESSAGE

MARCH 2026

Continuing with our Chapter 05 Boards push to educate our shop owners on being more profitable, we have our upcoming meeting at Mijares Mexican Restaurant when we will round out our "making money" series with a look at very basic Financials.



One of our multi-shop owners (Thomas, from Crown City Tire & Auto Care) will go over a P&L, Balance Sheet, and More.

Last weekend was the annual "Fly With the Eagles" seminar which was completely redone! 3 days packed with all new info. Many attending are with other coaching companies. It doesn't matter who you use, we all just need Owner training and more important - accountability with another shop owner (spouses don't always work well :)

September 11-13 is our ASCCA Annual Training Conference. This year it's in Irvine, right in our backyard. If there is a topic, or subject you would like to learn more about, let us know. They're still planning what the classes will be.

I hope to see you on Tuesday night!

A handwritten signature in black ink that reads "Craig Johnson". The signature is written in a cursive, flowing style.

ASCCA Chapter 5
President, 2025-2026
Craig Johnson Automotive
Rowland Heights
626-810-2281



JOIN US AT MIJARES ON MARCH 3 FOR OUR MONTHLY DINNER MEETING

P&L and Budgeting Know Your Numbers

P&L and Budgeting Made Simple for Auto Shop Owners

Most shop owners work hard every day but aren't completely confident in what their numbers are telling them.

In this class, you'll learn how to read and understand your Profit & Loss statement in plain English and use a simple budgeting process to control expenses, improve cash flow, and increase real, take-home profit.

The best part of our meeting is the networking
Meet others and grow to be a super star shop.

“SHOP OWNERS HELPING SHOP OWNERS”

Doors open at 5:45 - Buffet served at 6:15 - Program begins at 7:00
Primary regular and associate member is free;
all others are \$42/each at the door.

As always, potential members are free for two up to two meetings.

When:

Tuesday, Mar. 3, 2026
6:00 PM – Networking/Dinner
7:00 PM – Program
9:00 PM – Finish

Where:

Mijares Mexican Restaurant
145 Palmetto Drive
Pasadena, CA 91105
Phone: (626) 792-2763

Menu:

Taco/Tostada Buffet Soda & Coffee
Beer, wine, & spirits available at your cost

Cost:

- One Free Dinner per Regular or Associate Chapter 5 Member
- No Charge for Potential Chapter 5 Members up to two times
- \$42 ea. for all others

**RSVP on the Evite you received or, if you didn't get an Evite,
RSVP to asca.05@gmail.com**

We had 31 people present for our Feb. 3 dinner & class at Mijares on “Numbers to Track, What They Mean & How to Make Money Using These Numbers.”

Great information was presented and we learned from each how to become more successful in our shops.



Shop Drawing

Certified Automotive Specialists was drawn in our Shop drawing, and was present to collect the \$220 prize.

Congratulations, Gene!

2026 FIRST QUARTER MEETINGS & EVENTS

The Chapter 5 Making Money Series (Who doesn't want to make money?)

Don't let another year go by, and not make money.

- This is a 3-month January, February and March series at our general meetings on Basic Key Performance Indicators (KPI's- numbers that make you profit.) How these numbers apply to you, and what they mean.
- How to set a basic budget, How to understand a P&L statement (Profit & Loss, hopefully more profit than loss.)
- How to avoid slow days and marketing.
- This is for owners, for sure, maybe managers and maybe service advisors
- Our friends at Elite Worldwide are flying in to kick this off, so don't miss this free opportunity to be a super star, have less stress, and make money.
- First Tuesday of each month.

Jan 6 - Elite at Mijares

Love the Shop Again — Mindset Shifts for Leaders Who Want More

Tom Amero, Director of Operations, Elite Worldwide

Primary Goal/Purpose:

Help shop owners reignite their passion for their business by adopting the mindsets and leadership habits that create thriving, people-first shops.

Key Sections:

- Growth vs. Fixed Mindset – how the way you think shapes your results.
- Extreme Ownership – turning challenges into opportunities by taking full responsibility.
- The Question Behind the Question (QBQ) – reframing problems to find powerful solutions.
- Building a Winning Culture – creating an environment employees and customers love.
- Training, Coaching, and SOPs – the leadership tools that set your team up to win.

Overview:

This fast-paced, story-driven session helps owners move from burnout to belief, showing how a renewed mindset and clear leadership principles can transform both results and morale.

Summary of the next two meetings

Our February Meeting will be on Profit Structure

What numbers to look at & how to calculate a profit number for your shop.
Labor, parts, lost sales, effective labor rate and how to make a profit.
How to calculate your break even number per day.

Our March meeting will be on making a budget for profit and exploring the P&L statement

We will give you an excel budget for you to use in your shop.
Show you the benefits of reading a P&L statement.

All shops are welcome, please let others know of this making money opportunity.

2026 ASCCA5 Calendar of Events

| January | | | | | | |
|---------|----|----|-----------------|----|----|----|
| Su | M | Tu | W | Th | F | Sa |
| | | | | 1 | 2 | 3 |
| 4 | 5 | 6 | Elite at Mjares | | 9 | 10 |
| 11 | 12 | 13 | | | 16 | 17 |
| 18 | 19 | 20 | | | 23 | 24 |
| 25 | 26 | 27 | 28 | 29 | 30 | 31 |

| February | | | | | | |
|----------|----|----|---------------------------------|-----------------------------------------|----|----|
| Su | M | Tu | W | Th | F | Sa |
| 1 | 2 | 3 | Making \$\$ Series #2 at Mjares | | | 7 |
| 8 | 9 | 10 | | | | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | Elite "Fly with the Eagles" in Glendale | | |

| March | | | | | | |
|-------|----|----|---------------------------------|----|----|----|
| Su | M | Tu | W | Th | F | Sa |
| 1 | 2 | 3 | Making \$\$ Series #3 at Mjares | | | 7 |
| 8 | 9 | 10 | | | | 14 |
| 15 | 16 | 17 | 18 | 19 | 20 | 21 |
| 22 | 23 | 24 | 25 | 26 | 27 | 28 |
| 29 | 30 | 31 | | | | |

| April | | | | | | |
|-------|----|----|--------------------------|----|----|----|
| Su | M | Tu | W | Th | F | Sa |
| | | | 1 | 2 | 3 | 4 |
| 5 | 6 | 7 | "Shop Culture" at Mjares | | 10 | 11 |
| 12 | 13 | 14 | | | 17 | 18 |
| 19 | 20 | 21 | 22 | 23 | 24 | 25 |
| 26 | 27 | 28 | 29 | 30 | | |

| May | | | | | | |
|-----|----|----|-------------------------------------|----|----|----|
| Su | M | Tu | W | Th | F | Sa |
| | | | | | 1 | 2 |
| 3 | 4 | 5 | Vendor Fair at O'Reilly in Alhambra | | | 9 |
| 10 | 11 | 12 | | | | 16 |
| 17 | 18 | 19 | 20 | 21 | 22 | 23 |
| 24 | 25 | 26 | 27 | 28 | 29 | 30 |
| 31 | | | | | | |

| June | | | | | | |
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| July | | | | | | |
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| August | | | | | | |
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| 30 | 31 | | | | | |

| September | | | | | | |
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| Su | M | Tu | W | Th | F | Sa |
| | | 1 | 2 | 3 | 4 | 5 |
| 6 | 7 | 8 | 9 | 10 | 11 | 12 |
| 13 | 14 | 15 | 16 | ASCCA Annual Training Conference in Irvine | | |
| 20 | 21 | 22 | 23 | | | |
| 27 | 28 | 29 | 30 | | | |

| October | | | | | | |
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| November | | | | | | |
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| December | | | | | | |
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| 13 | 14 | 15 | 16 | 17 | 18 | 19 |
| 20 | 21 | 22 | 23 | 24 | 25 | 26 |
| 27 | 28 | 29 | 30 | 31 | | |

Yellow Monthly Chapter meetings
Orange Board meetings at 6:pm on Zoom. Come sit in. [Click HERE to join us.](#)
Blue Special Events
Foothill 5 Forum

Tax and Business Tips from Glenda Y. Lang, CPA, CFA



[FAQs address IRS electronic payment mandate](#)

In March 2025, President Trump issued Executive Order 14247 requiring the federal government to transition to fully electronic payments. This applies to payments made **from** and eventually **to** the IRS.

To date, the IRS is not requiring payments made to the IRS to be made electronically, but the IRS generally stopped issuing paper tax refund checks for individual taxpayers after September 30, 2025. (Executive Order 14247)

Payments From the Government (Refunds, Benefits, Grants)

Paper checks are still issued only when no alternative exists, including:

- Certain decedent accounts

Amended returns

For taxpayers without bank accounts, options include:

- Requesting a paper check waiver (via IRS Online Account or by calling 800-829-1040)
- Mobile payment apps

Prepaid debit cards

If direct deposit information is missing or incorrect

1. IRS sends a letter requesting updated banking information.
2. IRS issues CP53E notice requesting correction or explanation.
3. If a waiver is approved, refund is issued within 7–10 days.

If no correct bank information is provided, a paper check is issued after six weeks.

Important:

- Bank information must be updated through the IRS Individual Online Account. IRS does not accept updated banking information by phone or in person.

Most rejected direct deposits will be frozen and will not automatically convert to paper checks. Taxpayer action is required.

Payments to the Government

Currently, the IRS still accepts and processes cash, checks, and money orders. However, the IRS plans to fully transition to receiving only electronic payments. IRS has not set out a specific date for when this will happen.

Taxpayers can use the following payment options:

- Debit/credit card or digital wallet;
- IRS Direct Pay (direct from a bank account with no fee and does not require an IRS online account);
- IRS Individual Online Account;
- IRS Business Tax Account; or

Electronic Federal Tax Payment System (EFTPS).

However, note that EFTPS is slated to sunset in late 2026. Starting October 17, 2025, taxpayers have not been able to create new accounts in EFTPS and instead should create an IRS Individual Online Account. Taxpayers who are already enrolled in EFTPS can continue to make payments using EFTPS.gov, but are encouraged to transition to the IRS Online Account or use Direct Pay.

For taxpayers who prefer to pay with cash, VanillaDirect offers a cash payment option through participat-

(Continued on page 8)

(Continued from page 7)

ing retail stores. VanillaDirect is a bill pay service that provides users with a barcode for a particular bill, which can be taken to a participating location (such as CVS, Walmart, and 7-Eleven) and paid at the register.

Issues for Businesses

During initial implementation:

- Direct deposit will be added for business refunds.

Guidance will be issued for bulk check payments (e.g., payroll deposits).

Current business payment methods:

- Debit/credit card or digital wallet
- Direct Pay
- IRS Business Tax Account

EFTPS

Federal tax deposits must be made electronically. Cash or card payments are not permitted for federal tax deposits. Failure to deposit electronically may result in penalties unless reasonable cause applies.

You can access the full set of FAQs, including information for international taxpayers and third-party stakeholders, at www.irs.gov/pub/taxpros/fs-2026-02.pdf.

X & L CPAs, LLP
595 E Colorado Blvd., Ste 432; Pasadena, CA 91101
(626)440-9511; info@xlcpas.com



Wow, what an event! Joe, Matt and Tom from Elite Worldwide presented a fantastic shop owner course. Thank you to the many ASCCA members that attended. I wish I had a chance to sit and speak with each of you. The participation from all the people in attendance was great. The PB&J SOP demonstration, blew me away, I definitely will look at how I write SOP's in the future. Please don't hesitate to give me a call if you have any questions, I am happy to speak with you.

Gene Morrill A.M.A.M. / Certified Automotive Specialists / Mobile: 818-261-6009 / gene@certautospec.com

DONUT 98 FIND CUSTOMERS WHO LOVE THEIR CARS

One of the primary principles of sales is that anybody can sell a good customer.

NOBODY can sell a bad customer.

For all you techs trying to fix broken cars and losing your shirt on the job, print this and show it to the boss.

There are 3 basic types of people who show up at auto repair shops.

CLIENTS These are your main source of income. These people know you, love you and trust you. They will pay any price you ask and never question your recommendations. They may only be 20% of your database. They provide 80% of your profit.

CUSTOMERS They bring their cars to you for service and repair. They may question what you suggest. They may shop around. They may price check you. They may ask if there is a cheaper way to fix their car. Their checks will clear. Their credit cards won't be disputed. You need these people.

PEOPLE WITH BROKEN CARS These people will never want to pay you "just to look at it". They will tell you that they don't need an estimate, "just do what it needs". Translation: I will take your head off over 50 cents of brake fluid.

They will tell you that they will sign a waiver if you only fix it for cheap using used or substandard parts. Translation: We're going to court if you can find me for the bounced check.

They will authorize \$3,000 worth of repairs to a \$300 car, then not pick it up when done.

One of the biggest mistakes made by struggling shop owners is: The customer is always right.

NO!

If you have Sammy Screamer's car in and it may not get done, do you put off Sweet Suzie's car because she never complains?

You have just rewarded Sammy and penalized Suzie. This is exactly backwards. Sammy is going to scream no matter what you do. Might as well let him have a reason. Take care of Suzie.

Here is the essence of this Donut.

NO BUSINESS WILL EVER HAVE HAPPY CUSTOMERS UNTIL THEY FIRST HAVE HAPPY WORKERS.

Make everything you do all about keeping the workers happy.

No more staying late to finish a job. Day is over at closing time.

Reduce WAIT customers if they are not a profit source.

Never interrupt a tech who is on a job.

Provide expensive scan tools. It's the shop's job to buy equipment.

STOP doing free stuff. Just say no.

Focus all your attention on your clients first.

Do all you can to convert customers into clients.

Tell the people with broken cars who have unreasonable requests to kiss your grits.

To all the techs who have told me how their job is less than gratifying, share this.

Print it off and give it to the boss.

This is the best way for a boss who tells the workers that "money is tight" to fix that problem and generate more money.

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Submitted by Gene Morrill Of Certified Automotive Specialists in Glendora

Please Support the Sponsors of ASCCA Chapter 5

Elite Circle:



(253) 655-7053



For over 30 years, Elite has gone above and beyond to help automotive professionals refine their skills, grow sustainably, and reclaim their personal lives!
From sales training, to management coaching, to a mastermind peer group, Elite offers a way for anyone to experience the expertise of our team of industry leaders and veterans. We strive to breed success the RIGHT way, through tried and true methods and sustainable techniques.



714-528-9600

We have been using Hawley Insurance for years. Every year they compare our Workmen's Comp. and business insurance to get us the best rates for what we need. They are always a phone call away or will visit your shop. They only handle commercial, so they know what we need. Great people always.
Kirk - Advance Muffler

Gold Circle:

Invite your vendors to join our annual sponsorship circles. All the information is on page [15](#)

Silver Circle:



(626) 440-9511

Norm Blieden, now X & L CPAs, has been our accountant since 2022, and their expertise and attention to detail have significantly streamlined our financial processes. Both have made a noticeable positive impact on our business operations. I highly recommend their services.
Luis Lopez Automotive

I have been using Justin from Scott auto parts for 10+ years. He supplies our case oil, Freon, coolant, brake cleaner products. He also keeps us well stocked on our fasteners. He comes by at least twice a month- very reliable!
He keeps us informed with the latest trends, pricing increases, oil types, etc.- and his wife's cookies are the Best ever!
Paul Brow: All-Car Specialist



(909) 767-1681

ASCCA LEADS THE WAY

**Monthly membership Dues are only \$87.00
That is only \$2.90 a day!**



This will take your shop to the next level and beyond

The ASCCA Way Will:

- Increase your profits
- More time off and less stress
- Build a network of shop owners to work with
- Training programs at a large discount
- Lower insurance costs & other programs
- A free look at your financials

With the programs and resources available in our association, there is something here for everyone.

What are you waiting for? Join today and take advantage of this fantastic opportunity.

Contact: Gene at (818)261-6009 or
Joseph at asca.05@gmail.com

Join ASCCA Chapter 5 by clicking [HERE](#)
or use this QR code:



Chapter 5 Associate Members

| | | | |
|--------------------------------------------------------------|----------------|--------------|------------------------------------------------------------------------------------------|
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Thank you to our annual Chapter 5 Sponsors:



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THANK YOU TO OUR CORPORATE PARTNERS!



CHOOSE TO BE THE BEST FOR \$87/MO!

ASCCA monitors and fights harmful laws and regulations that cost you money and time away from your business.



Examples:

A legislator proposed a bill to use a grading system (ABCDF) like the restaurants. We fought this and stopped it.

Another legislator tried to change us into being debt collectors because we receive money from customers. That would mean if a customer did not pay and we called them, the customer could sue us for harassment. We fought and won this also.

We also stopped a bill that would keep us from being able to program security systems in cars. The manufacturers wanted to lock us out! Again, we fought and won.

Our state legislatures can produce 5600 bills every two years. Our dues help us watch and fight these bills, saving you a ton of dollars.

ASCCA has great benefit programs:

Low credit card rates and a \$350 rebate at the end of the year.

Shannon Devery (877) 326-2799 shannon@fdissangabrielvalley.com

Free legal advice for you, your business, or your employees.

Jack Molodanof (916) 447-0313; jack@mgrco.org

Free accounting review of profit and loss statement. Free review of any current or prior year's taxes.

Glenda Lang (626)440-9511; info@xlcpas.com

Super discounts on uniforms.

Robert Faulkenberry (303) 591-4102 faulkenberryR@cintas.com

Camaraderie, fellowship, and life-long friends.

Network with top shops.

Get advice with business structure, policies, and profit ideas.

Get second opinions on cars that are giving you fits.

Education opportunities:

We periodically have free training for service advisors and technicians.

ASCCA awards scholarships to young people to help fill the technician shortage.

Why we need you:

Meet and network with top shops.

Monitor and fight harmful legislation.

Support our great partners and save money.

Support and give back to our industry.

All this for \$87 per month!

Coaching. Peer Groups. Training.

This is ELITE.

Elite
PEOPLE. PRINCIPLES. GROWTH. RESULTS.

WHO WE ARE:

- ✓ **People-First Community:**
Where people matter over profit and integrity is prioritized.
- ✓ **Dedicated Experts:**
Seasoned shop owners providing tailored coaching.
- ✓ **Results Focused:**
Achieve measurable success with ethical, tried-and-true practices.

GET IN TOUCH

 Eliteworldwide.com/contact/
 Contact@Eliteworldwide.com



1:1 COACHING

Top Shop 360 delivers transformative 1:1 coaching for your auto shop's success. See significant growth with personalized, expert strategies and a balanced approach to business. Did we mention NO CONTRACTS?



PEER GROUPS

Elite's Pro Service Peer Group is an energetic community of top shop owners, sharing insights and engaging in dynamic in-person events for shared growth and success.



SERVICE ADVISOR TRAINING

Our Masters Program elevates service advisors into top sales performers, mastering sales objections, ethical high-ticket sales, and exceptional customer relationship management.



MANAGEMENT COURSE

Fly with the Eagles is an in-depth workshop equipping shop owners with a roadmap for leadership excellence, financial mastery, and transformative marketing strategies.

ASCCA Legislative Update – by Jack Molodanof

From new California Energy Commission tire efficiency rules and proposed Bureau of Automotive Repair airbag, storage fee, towing, and advertising regulations — to legislation affecting glass repair, EV battery disposal, workplace policies, and smog check exemptions like SB 712 (“Jay Leno’s Law”) — important changes are developing now.

These proposals could affect how you advertise, invoice, store vehicles, install parts, manage employees, and more.

[CLICK HERE](#) to view the February Regulatory and Legislative Report.

The logo for Hawley Insurance Services features three vertical blue bars of varying heights on the left. A blue swoosh curves over the text. The text "Hawley Insurance Services" is in a serif font, with "Hawley" on the top line, "Insurance" on the second line, and "Services" on the third line.

Hawley Insurance Services

2729 Saturn St., Suite B, Brea, CA 92821

Garage Liability - Workers' Compensation - Individual & Group Health - Life Insurance

License # 0G39707

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*Use Our Annual Sponsors and Invite Your Vendors to
Become an ASCCA Chapter 5 Annual Sponsor!*

The Elite Circle Club: \$2,500.00 The Gold Circle Club: \$1,500.00 The Silver Circle Club: \$750.00

Ask them to choose which level at
this [link](#) or use this QR code.



For more information, or if you have questions,
contact Gene Morrill at 818-261-6009



(909) 767-1681

Elite

PEOPLE. PRINCIPLES. RESULTS.

(253) 655-7053



Glenda Y. Lang, CPA

Partner



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ASCCA Chapter 5 2026 Board of Directors

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Revenue & Benefits - Open

Membership - Gene Morrill

Government Affairs - Open

Chapter Rep - Open

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2. To have a sense of personal obligation to each individual customer.
3. To perform high quality service at a fair and just price.
4. To employ the best skilled personnel obtainable.
5. To use only proven merchandise of high quality, distributed by reputable firms.
6. To itemize all parts and adjustments in the price charged for services rendered.
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