

Profit Structuring & Business Analysis

With Maylan Newton of ESi

JULY 30TH, 2022 9 AM TO 5 PM

GUSTAFSON BROTHERS 19161 GOTHARD STREET; HUNTINGTON BEACH, CA 92648

This seminar will cover these essential topics

- Reading & Understanding your Profit & Loss statements
- How to determine your True Cost of Being Open
- We'll show you how to determine your Per Hour Charge or Labor Rate
- And determine what you are actually Charging Per Hour
- Production and how it affects profit
- How to mark up your parts



Profit Structuring & Business Analysis is a hands-on class. Bring your numbers, and it will help you work through the critical numbers to set the foundation of your business. We highly recommend that you request and fill out our financial data sheets and bring a current profit and loss statement to the class so you can work with your numbers. Included in this class is a spreadsheet to use to determine your numbers.

This seminar comes from years of experience and the understanding that without a good foundation, most business owners/managers spend too much of their time trying to hold up the walls themselves instead of making money. Understand, this is generally not out of lack of desire or dedication, but rather that most of us were great Technicians before we decided to open our businesses. Still, we had little experience or training in business. The information in this seminar is what we should have had before we opened our doors!



A donation to the Automotive Service Council of California Educational Foundation is required to enroll in this class. The donation must be \$100 or more per person. Spouses may join in; with no additional donation.

Please make your check out to ASCEF.

ASCCA members can register and pay through this [link](#).

Please email with any questions about registration to info@ascca.com.