



**YOU NET  
RESULTS**

# ***Anchor Financial Reporting***

Thank You for Attending this

**Results** Zoom Meeting

Live Today and Library Content Soon

Powered by **YOU NET RESULTS**

**Continuing Anchor Financial Thinking**

**Anchor Financial is a Process....**

**When Utilizing YOU ***TOOLS*****

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# *Anchor Financial Reporting*

You Net Results *Premier* Automotive Guide

Brian Gillis





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# ***Anchor Financial Reporting***

## About Brian Gillis...

- 25 Plus Years operating auto repair shops in Texas, Georgia and Colorado, multi unit stores
- Hired and Trained over 2000 staff members
- Budgeting and Profits Brian's Specialty
- Smooth as silk with customers
- Polished and Professional
- Seasoned Automotive Veteran
- Owner and Founder of YOU NET RESULTS





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# ***Anchor Financial Process***

## **YOU *TOOLS.. Confidence***

### **COACHING GROUPS BUILD CONFIDENT in Financial Areas for Auto Repair Shop Owners and Staff**

- Define confidence in you own words
- What do you have to do to become a confident leader?
- What does each of your staff members need to do to become confident?



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## **YOU *TOOLS.. Why? Results Mantra***

At *You Net Results*, we facilitate *coaching groups* for auto repair shop owners, so you reach a *turnaround point* where you emerge from the experience moving from a *business owner* to a *confident business leader* eliminating your *silent thieves*.

Reaching your *turnaround point*

Emerging from your *experience*

Eliminating your *silent thieves*

***R***eaching – ***E***merging – ***E***liminating



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# ***Anchor Financial Process***

*Mastering Your Results Powered by*

**YNR *BIG THREE*: 1: Counter 2: Staffing 3: Operations**

*Brian's Know-How and Experiential **SIX***

- 1. LD-YNR – 0100 - Leadership Process**
- 2. MG-YNR – 0200 - Management Process**
- 3. GM-YNR – 0300 - General Manager Process**
- 4. FP-YNR – 0400 - Financial Process**
- 5. DO-YNR – 0500 - Daily Operations Process**
- 6. PP-YNR – 0600 - People Process**

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## **YOU *TOOLS.. Silent Thief***

How long are you going to let *Silent Thieves* rob your automotive repair shop? With **Poor:**

- Leadership and Management Processes
- Front Counter Processes \*How-to Manual
- People Staffing Processes \*Daily Operations
- Financial Processes
- Do **YOU** need to stop the theft of your future?
- Are **YOU** willing to do what it takes? If **YOU** don't fix the *silent theft* – **YOU** might as well put the key under the door...and not come back tomorrow!





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# *Anchor Financial Reporting*

Many have discovered in the past...

- Anchor Financial Reporting can be a process!
- Anchor Financial Reporting can be learned!
- Anchor Financial Reporting can be taught!
- Anchor Financial Reporting can be “FUN”!
- Anchor Financial Reporting can be systemic!





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# ***Anchor Financial Process***

## **YOU *TOOLS***

***It's easy*** to build a Anchor Financial process but  
it's easy not to!

***How-to build*** Your Anchor Financial Process

6 Steps

1. Thinking
2. Words
3. Action
4. Habits
5. Perseverance
6. Attainment



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## **YOU *TOOLS***

- Processes and Systems run your business...  
written or unwritten
- People run the Processes and Systems
- Making your business process and systems  
dependent - **Not** people dependent - **Is** the  
major objective of the Manager



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# ***Anchor Financial Process***

**What are? Anchor Financial ***YOU TOOLS*****

- They are built for YOUR NET RESULTS
- Designed to help YOU be in Process
- TAP – Turnaround Point Book...Gary Gunn's Voice in Print and Audio
- Moving from business owner to business manager (BO to BM)
- Anchor Financial Silver Bullets do not exist



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# ***Anchor Financial Process***

## **YOU *TOOLS***

- **YOUR** Monthly Reporting Template
- Filled out manually by **YOU** the owner
- It is **not** automated for several reason
  - **You** need to know how-to find all the numbers
  - Answer any questions from others
  - Never say I don't know because I did not do this report myself



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# ***Anchor Financial Process***

## **YOU *TOOLS.. Monthly Reporting***

### ***Agenda for 4.14.20 Session 1 of 2***

- Show Anchor Library
- Reporting Template Excel (Download)
- Reporting Format Word Doc (Download)
- Line-by-Line Review



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# ***Anchor Financial Process***

## **YOU *TOOLS.. Monthly Reporting***

### ***Agenda for 5.12.20 Session 2 of 2***

- Show Anchor Library
- Reporting Template Excel (Download)
- Reporting Format Word Doc (Download)
- Line-by-Line Review
- Composite Dec 2006 and 2015 Show & Tell  
see next slide for pages (Dropbox)



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# ***Anchor Financial Process***

## **YOU *TOOLS*.. Agenda for 6.9.20**

- April 2020 Anchor Report Review (Dropbox)
- Member List (Dropbox or Slide 15)
- Year to Date 1<sup>st</sup> half of PDF Report (Page 1-18)
- Monthly 2<sup>nd</sup> half of the PDF Report (Page 11-19)



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# ***Anchor Financial Process***

## **YOU *TOOLS*.. Agenda for 7.14.20**

- Show and Share Anchor Library
- May 2020 Anchor Report Review (Dropbox)
- Member List (Dropbox or Slide 15)
- Year to Date 1<sup>st</sup> half of PDF Report (Page 1-18)
- Monthly 2<sup>nd</sup> half of the PDF Report (Page 11-19)





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# ***Anchor Financial Process***

## **YOU *TOOLS.* Agenda for 8.11.20**

- Show and Share Anchor Library
- June 2020 Anchor Report Review (Dropbox)  
Page 16 Monthly and Page 19 Monthly
- Member List (Dropbox or Slide 15)
- Year to Date 1<sup>st</sup> half of PDF Report (Page 1-18)
- Monthly 2<sup>nd</sup> half of the PDF Report (Page 11-19)



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## **YOU *TOOLS*.. Agenda for 9.8.20**

### ***Brian's Know-How and Experiential***

- FP-YNR – 0406 - Anchor Financial Report
- ***SOP Review and Update***
- 0406–1-SOP–Overall Anchor Financial Report (See Dropbox)
- 0406–2-SOP–Sawtooth Page YTD and Monthly (See Dropbox)

### ***Financial Time***

- Show and Share Anchor Library
- July 2020 Anchor Report Review (Dropbox)  
Page 16 Monthly and Page 19 Monthly
- Year to Date 1<sup>st</sup> half of PDF Report (Page 1-18)
- Monthly 2<sup>nd</sup> half of the PDF Report (Page 11-19)



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# ***Anchor Financial Process***

## **YOU *TOOLS*.. Agenda for 10.13.20**

### ***Brian's Know-How and Experiential***

- FB-YNR – 0406 - Anchor Financial Report
- ***SOP Review and Update***
- 0406–1-SOP – Overall Anchor Financial Report (See Dropbox)
- 0406–2-SOP – Sawtooth Page YTD and Monthly (See Dropbox)

### ***Financial Time***

- Show and Share Anchor Library
- Most Current Month 2020 Anchor Report Review (Dropbox)  
Page 16 Monthly and Page 19 Monthly
- Year to Date 1<sup>st</sup> half of PDF Report (Page 1-18)
- Monthly 2<sup>nd</sup> half of the PDF Report (Page 11-19)



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# ***Anchor Financial Process***

## **YOU *TOOLS*.. Agenda for 11.17.20**

***Brian's Know-How and Experiential  
Q and A for Today ( See next Slide)***

### ***SOP Review and Update and Formation***

- 0407-SOP—Overall Anchor Financial Report **Covered 11.17.20**
- 0407–1-SOP – Sawtooth Page YTD and Monthly
- 0407–2-SOP –

### ***Financial Time***

- Show and Share Anchor Library
- Most Current Month 2020 Anchor Report Review (Dropbox)
- Year to Date 1<sup>st</sup> half of PDF Report (Page 1-18) **6 reporting September**
- Monthly 2<sup>nd</sup> half of the PDF Report (Page 11-19) **7 reporting September**



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## **YOU *TOOLS*.. Agenda for 11.17.20**

*Brian's Know-How and Experiential*

*Q and A for Today*

- How can the YTD numbers be so different than the Monthly numbers?
- For example the Sawtooth pages 10 and 19



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# ***Anchor Financial Process***

## **YOU *TOOLS*.. Agenda for 5.18.21**

### *Brian's Know-How and Experiential SOP Review and Update and Formation*

- 2021 Version of Monthly Reporting Template (Excel)
- 2021 Version of Financial Reporting Format (Word)
- Most Current Month 2021 Anchor Report Review using SOP 407
- 0407-SOP–Overall Anchor Financial Report
- 0407-1-SOP – Sawtooth Page YTD and Monthly
- 0407-2-SOP – Summary of Cost Page 6 YTD and Monthly Page 16  
Page 6 – One Things Exercise
- Show and Share Anchor Library Documents to Download
- [0407-SOP-2\\_Anchor Low Hanging Fruit Exercise Template\\_YNR](#)



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SOP 407-3 - Financial **YOU *TOOLS*** *(covered 6.8.21)*

**Which** comes first Financial Savvy or Financial Health?

**What** do these have in common?

**When** are they used? **Why** are they used?

**Why** the Score**CARD** and the Anchor Report?

1. Anchor Report
  2. Score**CARD**
  3. Daily Snapshot
  4. Budgeting for Profits Spreadsheet
  5. Trending Tool
- Show each tool as we discuss them



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# ***Anchor Financial Process***

## **YOU *TOOLS*.. Agenda for 7.13.21**

### *Brian's Know-How and Experiential SOP Review and Update and Formation*

- 2021 Version of Monthly Reporting Template (Excel)
- 2021 Version of Financial Reporting Format (Word)
- Most Current Month 2021 Anchor Report Review using SOP 407
- 0407-SOP—Overall Anchor Financial Report
- 0407-1-SOP – Sawtooth Page YTD and Monthly
- 0407-2-SOP – Summary of Cost Page 6 YTD and Monthly Page 16  
Page 6 – One Things Exercise
- 0407-2-1-SOP-Anchor Low Hanging Fruit Exercise Template\_YNR
- 0407-3-SOP - Financial **YOU*TOOLS*** Review **(covered 6.8.21)**
- 0407-4-SOP – Collateral Damage & Repair & Consequences **(covered 7.13.21)**
- Show and Share Anchor Library Documents to Download



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## **Rally-Up**



**Who are the folks?**

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# ***Anchor Financial Process***



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# *Anchor Financial Process*

Tip Toe Bandit



Sneaky Pete





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# *Anchor Financial Process*

<u>Member #</u>	<u>First Name</u>	<u>Last Name</u>
1	Jim	Ryckman
2	Charlie	Rindom
3	Charlie	Rindom
4	Randy	Rindom
5	Joe	Nelson
6	Leon and Rose	Kropf
7	Aaron	Roehl
	Nikki	Gilster
8	Pickens	Brian
9	Joe	Evans
10	Andy and Julie	Arndt
11	Jerry	Kaminski
12		
13	Jeff	Strausser
14	Keith & Linda	Knowlton
15	Robert	Henderson
	Barabara	Henderson
	Heather	Thynes-Woodruff
16	Allen	Garcia
17	Jae	Malinowski
18	Scott	Johnson
19	Wayne	Wright
20	Lance	Sunderlin
21	Chris	Gorzas
22	Kevin & Sara	Craddock
23	Kevin & Sara	Craddock
24		
25	Brian & Grace	Beatty
26	Brian & Grace	Beatty
13	Chris	Goodson



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## ***Advisor Results Academy***

- Save the Date for.....
- Two Day “LIVE”
- July 15 – 16, 2021
- Location: Houston, TX
- How many folks will you be sending?
- Please let Brian know.



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## **YOU *TOOLS*.. Agenda for 12.8.20**

- 0409–SOP-A Methodical Set of Questions - FINANCIAL STATEMENT ANALYSIS - Questions to ask and Observations to make

### ***Gap Calculation***

- Write down your average monthly net profit for the last 12 months.      \$ \_\_\_\_\_
- Write down what you want your average net income to be.      \$ \_\_\_\_\_
- The gap between where you are and where you want to be is.      \$ \_\_\_\_\_
- You're paying a cost of \$ \_\_\_\_\_ every month you don't solve this problem.



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# *Anchor Financial Process*

## **YOU *TOOLS*.. Agenda for 12.8.20**

- 0409–SOP-A Methodical Set of Questions - FINANCIAL STATEMENT ANALYSIS - Questions to ask and Observations to make

### ***Gap Calculation***

- Write down your average monthly net profit for the last 12 months. \$ \_\_\_\_\_
- Write down what you want your average net income to be. \$ \_\_\_\_\_
- The gap between where you are and where you want to be is. \$ \_\_\_\_\_
- You're paying a cost of \$ \_\_\_\_\_ every month you don't solve this problem. **How do you fix this?**



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# *Anchor Financial Process*

## **YOU *TOOLS*.. Agenda for 1.12.21**

- 0409–SOP-A Methodical Set of Questions - FINANCIAL STATEMENT ANALYSIS - Questions to ask and Observations to make
- **Gap Calculation** Review on 1.12.21
- Write down your average monthly net profit for the last 12 months. \$ \_\_\_\_\_
- Write down what you want your average net income to be. \$ \_\_\_\_\_
- The gap between where you are and where you want to be is. \$ \_\_\_\_\_
- You're paying a cost of \$ \_\_\_\_\_ every month you don't solve this problem. **How do you fix this?**



# *Anchor Financial Process*

- Page by Page CONTENTS OF THE COMPOSITE
- 1 Sales & Grosses – YTD – Part 1 << **show 6.9.20**
- 2 Sales & Grosses – YTD – Part 2 << **show 6.9.20**
- 3 Personnel Expenses – YTD << **show 6.9.20**
- 4 Operating Expenses – YTD << **show 6.9.20**
- 5 Fixed & Occupancy Exp. – YTD << **show 6.9.20**
- 6 Summary of Costs – YTD << **show 6.9.20**
- 7 Year to Year Comparison
- 7A Year to Year Comparison – Part 2
- 8 Supplemental Statistics – YTD
- 9 Turnover Analysis
- 10 Sawtooth Graph – YTD << **show 6.9.20**
- 11 Sales & Grosses – Month – Part 1 << **show 6.9.20**
- 12 Sales & Grosses – Month – Part 2 << **show 6.9.20**
- 13 Personnel Expenses – Month << **show 6.9.20**
- 14 Operating Expenses – Month << **show 6.9.20**
- 15 Fixed & Occupancy Exp. – Month << **show 6.9.20**
- 16 Summary of Costs – Month << **show 6.9.20**
- 17 Month to Month Comparison
- 18 Supplemental Statistics – Month
- 19 Sawtooth Graph – Month << **show 6.9.20**

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# Anchor Financial Process



**Anchor your success!**

**ANCHOR FINANCIAL REPORTING FORM  
FOR  
YOU NET RESULTS**

MONTH ENDING January



**Count your dollars!**

				SALES ANCHOR				
CURRENT MONTH			(WHOLE DOLLARS ONLY)			YEAR TO DATE		
LN NO.	SALES REVENUE	CONTRA SALES	COST OF SALES	ACCOUNT NO.	ACCOUNT NAME	SALES REVENUE	CONTRA SALES	COST OF SALES
1				400/405/500	CUSTOMER LABOR	0	0	0
2				410/415/510	SUBLET LABOR	0	0	0
3				450/455/550	PARTS SALES-Shop	0	0	0
4				460/465/560	PARTS SALES-Counter	0	0	0
5				470/475/570	TIRE SALES	0	0	0
6				480/485/580	TOWING SALES	0	0	0
7				490/495/590	ALL MISC. SALES	0	0	0
8	0				TOTAL SALES	0		
9		0			CONTRA SALES		0	
10			0		TOTAL Cost of Sales			0
11			0		TOTAL GROSS PROFIT			0

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# *Anchor Financial Process*

		EXPENSES ANCHOR			
LN		CURRENT MONTH	PERSONNEL GROUP	YEAR TO	
NO.		ACCOUNT	ACCOUNT NAME	DATE	
12		611	SALARIES-General Mgr.	0	
13		612	SALARIES-Service Writer	0	
14		613	SALARIES-Parts	0	
15		614	SALARIES-Clerical	0	
16		615	SALARIES-Shop Support	0	
17		619	SALARIES-Other	0	
18		621	Payroll Taxes	0	
19		622	Employee Benefits	0	
20		623	Insurance-Life & Health	0	
21		624	Insurance-Workmen's Comp	0	
22		625	Pension Fund	0	
23		639	Misc. Personnel Exp.	0	
24		0	Total Personnel Group	0	

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# Anchor Financial Process

LN NO.	OPERATING GROUP			YEAR TO DATE
	CURRENT MONTH	ACCOUNT	ACCOUNT NAME	
25		641	COMPANY VEHICLES	0
26		645	OFFICE SUPPLIES	0
27		646	SHOP SUPPLIES	0
28		646R	Less Recovery of Shop Sup.	0
29		647	Tools & Equipment	0
30		650	ADVERTISING	0
31		651	CONTRIBUTIONS	0
32		655	OUTSIDE SERVICES	0
33		657	Environmental Expense	0
34		657R	Less Recovery of Environ.	0
35		660	Travel & Entertainment	0
36		661	Dues & Subscriptions	0
37		662	Technical Publications	0
38		663	LEGAL & AUDIT	0
39		664	INSURANCE-Garage Liability	0
40		665	Telephone	0
41		666A	TRAINING-Management	0
42		666B	TRAINING-Employees	0
43		667	INTEREST-Notes Payable	0
44		668	BANK CHARGES	0
45		669	FREIGHT	0
46		679	OTHER OPERATING EXP.	0
47		0	Total Operating Group	0

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# *Anchor Financial Process*

LN			FIXED & OCCUPANCY			
NO.			CURRENT MONTH		YEAR TO	
			ACCOUNT	ACCOUNT NAME	DATE	
48			0	680	RENT	0
49				681	AMORTIZATION-Leaseholds	0
50				682	Repair & Maint.-Real Estate	0
51				683	Depreciation-Bldg & Improv.	0
52				684	TAXES-REAL ESTATE	0
53				685	INSURANCE-Bldg & Improv.	0
54				686	INTEREST-Mortgage	0
55				687	UTILITIES	0
56				688	INSURANCE-Other	0
57				689	TAXES-Other	0
58				690	REPAIRS-Equipment	0
59				691	DEPRECIATION-Equipment	0
60				692	LEASE/RENTAL-Equipment	0
61				699	Other Fixed & Occupancy	0
62			0		Total Fixed & Occupancy	0
63			0		Grand Total All Expenses	0

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# Anchor Financial Process

LN NO.	ADDITIONS & DEDUCTIONS			YEAR TO DATE
	CURRENT MONTH	ACCOUNT	ACCOUNT NAME	
64		710	BAD DEBT RECOVERED	0
65		799	ALL OTHER ADDITIONS	0
66		810	ADJ. FOR BAD DEBT	0
67		899	ALL OTHER DEDUCTIONS	0
68	0		Net Additions & Deduct.	0
69	0		NET PROFIT OR LOSS ANCHOR	0
70			Owner's Take - Non Allocated	0
71	0		Change of Value to Owner	0



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# *Anchor Financial Process*

		PERSONNEL	COUNT	# HOURS		
91		NO. OF GENERAL MANAGERS				
92		NO. OF SERVICE WRITERS				
93		NO. OF PARTS EMP.				
94		NO. OF CLERICAL EMP.				
95		NO. OF SHOP SUPPORT EMP.				
96		NO. OF TECHNICIANS				
97		NO. OF OTHER EMPLOYEES				
98		Personnel Count w/o Owners	0	0		
99		NO. OF OWNERS				
		<b><u>DAYS OF OPERATION</u></b>		0		
			<b>MONTH</b>	<b>YTD</b>		



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# Anchor Financial Process

LN NO.	ADDITIONS & DEDUCTIONS			
	CURRENT MONTH			YEAR TO
	ACCOUNT	ACCOUNT NAME		DATE
64	710	BAD DEBT RECOVERED		0
65	799	ALL OTHER ADDITIONS		0
66	810	ADJ. FOR BAD DEBT		0
67	899	ALL OTHER DEDUCTIONS		0
68	0	Net Additions & Deduct.		0
69	0	NET PROFIT OR LOSS ANCHOR		0
70		Owner's Take - Non Allocated		0
71	0	Change of Value to Owner		0



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# ***Anchor Financial Process***

- **YOU *TOOLS***
- Monthly Reporting Format (Word Doc)
- This explains and defines what goes where on the Financial reporting Template line-by-line



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# ***Anchor Financial Process***

**YOU NET RESULTS FULL CIRCLE**

**Updated on February 21, 2020**



**Anchor your success!**



**Count your dollars!**

## **INSTRUCTIONS FOR AN *ANCHOR* Financial Reporting MEMBER**

We welcome you as a member of **YOU NET RESULTS FULL CIRCLE**.

**YOU NET RESULTS** asks you, as the designated member, to read and understand this **FINANCIAL REPORTING FORMAT** manual and monthly reporting form.

Please bring this manual with you to all meetings and webinars.

Each month you should make a copy of the **FINANCIAL REPORTING FORM** in this manual (see back of manual).

Please input your data as outlined in this manual onto the **FINANCIAL REPORTING FORM** then **FAX** or **E-MAIL** to Crissy Beth Houston. \*\*\*\***See email address on the reporting form last page.**



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# ***Anchor Financial Process***

**Please report all information on a calendar year basis with the beginning month January.**

**Please report in whole dollars. Please do not show pennies, except for labor rates.**

**Use one decimal place when reporting personnel counts.**

**A clear definition of the words is important.**

**A “SALE” occurs when a customer receives something of value in return for payment or a promise of payment. Each Sales Account must have a linked COST OF SALES Account. This record the acquisition cost of what was sold:**

**An “Expense” represents the amounts paid out or accrued to enable the selling process to take place.**



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# ***Anchor Financial Process***

**Please have FINANCIAL REPORTING FORMS INTO YOU NET RESULTS Houston no later than the 15<sup>th</sup> day of the following month. The 25<sup>th</sup> of the month is the cut off date.**

**Each member will receive 1 (one) composite per month. Any additional copies will be at a cost of \$25.00 each.**

**The turnaround time for YOU NET RESULTS to have the PDF version of the COMPOSITES emailed out in 3-4 working days.**

**Most important is ACCURATE and ON TIME reporting.**

We recommend that you change your chart of account to match your reporting form.



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# ***Anchor Financial Process***

- Full Circle Monthly Financial Report
- 19 page PDF Report
- Front half of the report is Year to Date
- Back half of the report is the Current Month
- Vertical Gray Bar – what they signify
- Horizontal Gray Bar – what they signify

Automotive Service Leaders

Sales And Gross - YTD

December 2015

COMPANY NUMBER	Sales And Gross - YTD							Group Average	December 2015						
	19-B R.R.	19-A R.R.	17 J.S.	9 K.K.	19-C R.R.	3 K.H.	6 M.O.		4-U R.H.	4-MG R.H.	11-12 S.C.	4-E R.H.	14 S.J.	4-A R.H.	12 R.H.
LN	01/26/2016	01/26/2016	01/19/2016	01/16/2016	01/26/2016	03/03/2016	01/26/2016	01/21/2016	01/21/2016	01/20/2016	01/21/2016	01/20/2016	01/21/2016	01/20/2016	
1 Date Received															
2															
3 Customer Labor Sales	1,051,291	912,706	1,079,829	741,677	846,947	368,432	670,473	689,637	658,140	855,554	461,493	642,036	256,189	604,395	625,852
4 Cost Labor Contra Sales	23,587	22,551	36,747	21,739	18,191	15,993	16,778	38,828	67,459	95,493	5,855	99,268	594	80,498	N/A
5 Customer Labor Cost	326,393	295,518	325,146	206,513	312,869	131,379	250,074	226,420	205,757	262,369	179,710	180,078	91,456	192,209	200,382
6 Gross Profit	691,301	594,637	717,936	513,425	515,787	241,060	403,621	437,163	384,924	497,672	275,928	362,690	164,139	331,688	425,470
7 Percentage of Sales	65.76%	65.15%	66.49%	69.22%	60.91%	62.06%	60.20%	62.12%	58.49%	58.17%	59.79%	56.49%	64.07%	54.88%	67.98%
8															
9 Sublet Labor Sales	32,613	84,770	10,731	23,916	18,366	37,899	1,465	25,241	N/A	N/A	3,838	N/A	N/A	N/A	13,572
10 Sub Labor Contra Sales	N/A	N/A	N/A	4	N/A	N/A	20	12	N/A	N/A	N/A	N/A	N/A	N/A	N/A
11 Sublet Labor Cost	15,980	37,390	6,552	14,905	10,044	7,854	677	11,595	N/A	N/A	3,392	N/A	N/A	N/A	7,562
12 Gross Profit	16,633	47,380	4,179	9,007	8,322	30,045	768	13,643	N/A	N/A	446	N/A	N/A	N/A	6,010
13 Percentage of Sales	51.00%	55.89%	38.94%	37.66%	45.31%	79.28%	52.42%	46.27%	N/A	N/A	11.62%	N/A	N/A	N/A	44.28%
14															
15 Total Labor Sales	1,083,904	997,476	1,090,560	765,593	865,213	426,331	671,938	715,863	658,140	855,554	465,331	642,036	256,189	604,395	639,424
16 Total Labor Contra Sales	23,597	22,551	36,747	21,743	18,191	15,993	16,798	38,830	67,459	95,493	5,855	99,268	594	80,498	N/A
17 Total Labor Costs	352,373	332,968	331,696	221,418	322,913	139,233	250,751	233,874	205,757	262,369	183,102	180,078	91,456	192,209	207,944
18 Gross Profit	727,534	642,817	722,115	522,432	524,189	271,105	404,389	445,933	384,924	497,672	276,374	362,690	164,139	331,688	431,480
19 Percentage of Sales	65.31%	64.36%	66.22%	68.24%	60.58%	63.69%	60.18%	61.96%	58.49%	58.17%	59.29%	56.49%	64.07%	54.88%	67.48%
20 Ranking of % of Sales	4	5	3	1	8	7	9	7	11	12	10	13	6	14	2
21															
22 Parts Shop Sales	944,534	808,396	835,049	496,932	794,363	417,888	685,970	688,879	685,413	814,046	438,223	638,948	294,335	555,019	617,988
23 Parts Shop Contra Sales	23,597	22,551	36,747	11,244	18,191	14,004	16,777	37,899	67,459	95,493	5,745	99,268	594	80,498	N/A
24 Parts Shop Cost	344,279	307,632	313,815	252,535	298,225	186,264	312,867	285,095	296,339	342,194	235,990	248,112	148,192	255,714	463,916
25 Gross Profit	576,658	478,213	484,467	233,153	477,947	217,620	356,306	338,919	321,615	376,369	209,510	290,568	147,549	218,807	357,072
26 Percentage of Sales	61.05%	59.16%	58.02%	46.92%	60.17%	52.08%	51.94%	58.62%	46.92%	46.23%	47.58%	45.48%	50.13%	39.42%	43.85%
27															
53 Miscellaneous Sales	N/A	N/A	N/A	N/A	N/A	5,161	1,464	16,126	N/A	N/A	16,627	N/A	N/A	N/A	41,253
54 Total Misc. Contra Sales	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
55 Miscellaneous Cost	N/A	N/A	N/A	N/A	N/A	1,356	1,484	4,328	N/A	N/A	12,022	N/A	N/A	N/A	2,450
56 Gross Profit	N/A	N/A	N/A	N/A	N/A	3,805	(20)	11,798	N/A	N/A	4,605	N/A	N/A	N/A	38,803
57 Percentage of Sales	N/A	N/A	N/A	N/A	N/A	73.73%	-1.37%	48.53%	N/A	N/A	27.70%	N/A	N/A	N/A	94.06%
33															
34 Total Parts Sales	944,534	808,396	835,049	496,932	794,363	423,049	687,434	683,686	685,413	814,046	454,850	638,948	294,335	555,019	659,241
35 Total Parts Contra Sales	23,597	22,551	36,747	11,244	18,191	14,004	16,777	37,899	67,459	95,493	5,745	99,268	594	80,498	N/A
36 Total Parts Cost	344,279	307,632	313,815	252,535	298,225	187,820	314,371	286,242	296,339	342,194	235,990	248,112	148,192	255,714	463,966
37 Gross Profit	576,658	478,213	484,467	233,153	477,947	221,425	354,298	342,290	321,615	376,369	213,115	290,568	147,549	218,807	395,875
38 Percentage of Sales	61.05%	59.16%	58.02%	46.92%	60.17%	52.34%	51.83%	58.76%	46.92%	46.23%	46.85%	45.48%	50.13%	39.42%	46.07%
39 Ranking of % of Sales	1	3	4	9	2	5	6	6	8	11	10	12	7	14	12

Sample Page 1

Automotive Service Leaders

Sawtooth Graph of Financial Results YTD

Net Incc

Gross Profit As % of Sales

Expense Group As % of Sales

Book One

Rank	Gross Profit As % of Sales			Expense Group As % of Sales						Total
	Labor	Parts	Total	Personnel		Operating		Fixed		
MBR #	MBR #	MBR #	MBR #	MBR #	MBR #	MBR #	MBR #	MBR #		
1	9	19-B	19-B	14	19-A	12	12	12		
2	12	19-C	19-A	12	LL-12	LL-12	14	14		
3	17	19-A	17	6	9	14	19-A	19-A		
4	19-B	17	9	19-C	12	19-A	LL-12	LL-12		
5	19-A	3	19-C	19-A	17	4-A	19-B	19-B		
6	14	6	3	19-B	19-C	17	9	9		
7	3	14	6	4-U	19-B	9	19-C	19-C		
8	19-C	4-U	4-U	4-A	4-MG	4-E	4-A	4-A		
9	6	9	4-MG	3	3	19-B	4-U	4-U		
10	LL-12	LL-12	LL-12	4-MG	14	4-U	6	6		
11	4-U	4-MG	4-E	LL-12	4-U	6	3	3		
12	4-MG	12	14	4-E	4-A	3	17	17		
13	4-E	4-E	4-A	9	6	4-MG	4-MG	4-MG		
14	4-A	4-A	12	17	4-E	19-C	4-E	4-E		
AVG	61.96%	50.76%	54.70%	24.48%	12.90%	8.12%	45.50%	45.50%		

Sample Page 10 Sawtooth

11.00 x 6.50 in



LN	Sales And Gross - YTD - Part 2							December 2015							Page 2
	19-B R. R.	19-A R. R.	17 J. S.	9 K. K.	19-C R. R.	3 K. H.	6 M. O.	Group Average	4-U R. H.	4-MO R. H.	11-12 S. C.	4-E R. H.	14 S. J.	4-A R. H.	
40															
41 Tire Sales	53,353	96,218	173,863	5,954	110,786	35,481	N/A	79,899	N/A	N/A	54,329	N/A	109,138	N/A	N/A
42 Tire Corolla Sales	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
43 Tire Cost	27,084	42,874	124,813	5,426	59,105	29,751	N/A	52,899	N/A	N/A	42,259	N/A	86,277	N/A	N/A
44 Gross Profit	26,269	53,344	49,050	528	51,681	5,730	N/A	27,792	N/A	N/A	12,070	N/A	22,861	N/A	N/A
45 Percentage of Sales	49.24%	55.44%	28.67%	8.87%	46.65%	16.15%	N/A	34.82%	N/A	N/A	22.22%	N/A	20.95%	N/A	N/A
46															
47 Towing Sales	N/A	N/A	N/A	2,410	N/A	13,084	2,805	5,837	N/A	N/A	4,450	N/A	N/A	N/A	N/A
48 Towing Corolla Sales	N/A	N/A	N/A	N/A	N/A	N/A	75	190	N/A	N/A	285	N/A	N/A	N/A	N/A
49 Towing Costs	N/A	N/A	N/A	1,552	N/A	2,215	3,600	2,890	N/A	N/A	4,191	N/A	N/A	N/A	N/A
50 Gross Profit	N/A	N/A	N/A	858	N/A	10,869	(1,070)	2,658	N/A	N/A	(28)	N/A	N/A	N/A	N/A
51 Percentage of Sales	N/A	N/A	N/A	35.60%	N/A	83.07%	-41.07%	19.25%	N/A	N/A	-0.58%	N/A	N/A	N/A	N/A
52															
28 Parts Counter Sales	N/A	N/A	N/A	1,110	N/A	316	N/A	747,280	N/A	N/A	N/A	N/A	N/A	N/A	2,240,433
29 Parts Counter Corolla Sales	N/A	N/A	N/A	N/A	N/A	9	N/A	9	N/A	N/A	N/A	N/A	N/A	N/A	N/A
30 Parts Counter Cost	N/A	N/A	N/A	830	N/A	26	N/A	465,482	N/A	N/A	N/A	N/A	N/A	N/A	1,407,589
31 Gross Profit	N/A	N/A	N/A	280	N/A	281	N/A	277,892	N/A	N/A	N/A	N/A	N/A	N/A	832,844
32 Percentage of Sales	N/A	N/A	N/A	25.23%	N/A	88.92%	N/A	38.44%	N/A	N/A	N/A	N/A	N/A	N/A	37.17%
53															
59 Grand Total Sales	2,681,791	1,902,090	2,099,472	1,271,999	1,770,382	896,261	1,361,977	1,686,945	1,543,553	1,689,600	978,960	1,280,984	659,682	1,159,414	3,739,098
60 Grand Total Corolla Sales	47,194	45,182	73,494	32,987	36,382	30,006	33,650	76,717	134,918	190,968	11,885	190,536	1,188	160,996	N/A
61 Grand Total Cost	723,736	683,414	769,526	481,761	680,243	358,845	508,722	651,316	502,096	604,563	485,542	429,190	323,925	447,923	2,878,889
62 Grand Total Gross Profit	1,958,055	1,173,574	1,356,452	757,251	1,053,737	509,416	759,605	864,592	796,529	874,631	501,533	653,258	334,549	559,495	1,660,199
63 Percentage of Sales	62.97%	61.78%	69.89%	59.53%	59.52%	56.71%	56.77%	54.79%	52.89%	52.35%	51.23%	51.88%	56.72%	47.88%	44.49%
64 Ranking of % of Sales	1	2	3	4	5	6	7	78	8	9	10	11	12	13	14
65															
66 % of Parts to Total	45.37%	42.50%	39.77%	39.07%	44.87%	47.10%	50.47%	44.34%	51.01%	48.76%	46.46%	49.88%	44.82%	47.87%	22.96%
67 % of Labor to Total	52.07%	52.44%	51.94%	60.19%	48.87%	47.46%	49.34%	47.73%	48.99%	51.24%	47.53%	50.12%	58.84%	52.13%	17.10%

Sample Vertical and Horizontal Gray Bars



**YOU NET  
RESULTS**

# ***Anchor Financial Process***

- Ending Slide of Anchor Financial
- Other slides are below



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RESULTS**

# ***Anchor Financial Process***



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# ***Anchor Financial Process***

## **YOU *TOOLS***

- Anchor Monthly Reporting (aka Composite)
- Your Monthly P & L / Balance Sheet
- Sawtooth Page
- Financial Statement Analysis Questions to ask and Observations to make
- 2014 / 2015 / 2016 / In Review Spreadsheet



**YOU NET  
RESULTS**

# ***Anchor Financial Process***

- Past Composite Reports Year End from: 2006, 2007, 2008, 2009, 2010, 2011, 2012, 2013, 2014, 2015



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RESULTS**

# ***Anchor Financial Process***

- YNR Anchor Financial Forum this YNR Anchor Financial Forum is for Anchor Financial Members!
- We will discuss and educate ourselves on the following topics this will be done to enhance the value of the Group and the Anchor Financial Reports 52 Tuesdays per year.
- Simply put: Three times per year is just not enough I feel that MORE is BETTER!
- Please attend to make this Forum COME ALIVE! Items up for discussion will be: 1. YNR Monthly Financial Reports 2. YNR Budgeting for Profit Spreadsheet 3. ASL SNAPSHOT Daily P&L Spreadsheet



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# ***Anchor Financial Process***

## **Anchor Financial Reports**

1. Current Composite(link)
2. Composite Analysis Workbook 2003(link)
3. A Composite Analysis How to use Manual(link)
4. Composite Budget Template Workshop Sample(link)
5. Daily SNAPSHOT P & L WS Sample(link)



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# ***Anchor Financial Process***

## **Agenda for Forum by Forum**

1. Current Composite Analysis Workbook
2. Budgeting for Profit Spreadsheet Composite Analysis Workbook
3. Daily SNAPSHOT P&L Composite Analysis Workbook
4. Current Composite Analysis Workbook
5. Budgeting for Profit Spreadsheet Composite Analysis Workbook
6. Daily SNAPSHOT P&L Composite Analysis Workbook



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RESULTS**

# *Anchor Financial Process*





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RESULTS**

# ***Anchor Financial Process***



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RESULTS**

# ***Anchor Financial Process***