



**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 Reporting*

## **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***

***It's easy*** to build Your ***TEN*** Anchor Financial Process but it's easy not to!

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

6 Steps

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



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# ***Anchor Financial Process***

1 -10 Rating of your operations this year 2021

1.....5.....10

Poor

Okay

Great

- What would it take to move up the scale?
- What will you do tomorrow?
- What will you start doing?
- What will you stop doing?

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## Rally-Up

**Who are the folks?**





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## **4. FP-YNR – 0400 - Financial Process**

**MASTERING**  
your **RESULTS**

**How would you utilizing 8 ways during 2022?**

1. Coach's / Tax Strategists
2. Blocking time per week
3. Schedule of financial activity during the month
4. Forecasting
5. Ongoing education
6. Surround yourself like minded folks
- 7.
- 8.



# *Anchor Financial Process*

## **Financial Now – When – Exit - Recipes *TOP FIVE***

LD-YNR – 0119 – SOP - Now Recipe

LD-YNR – 0120 – SOP – When Recipe

LD-YNR – 0121 – SOP – Exit Recipe

Now Recipe  
Ingredients

When Recipe  
Ingredients

Exit Recipe  
Ingredients

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_





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## **"Game of Numbers" 1-7**

1. What numbers do you know?
2. What does your P&L and BS tell you?
3. What doesn't your P&L and BS tell you?
4. What is your total cost of personnel (everyone & everything)?
5. What are your Grateful Business Expenses?
6. What is your total debt?  
What is your monthly debt service payment?
7. What is your cash position?



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## **"Game of Numbers" 8-14**

8. How much working capital dollars do you have?
9. How much reserve dollars do you have?
10. What is your GP on labor?
11. What is your GP on parts?
12. What is your total cost of your facility yearly?
13. What is your "REALIZED" Profit for year 2021?
14. What questions do you have?



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# Anchor Financial Process

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YOU **TOOLS TEN Anchor Financial Tools** *Connecting the DOTS*

- 1. Your P&L
- 2. Your Balance Sheet
- 3. Your POS Reports
- 4. Snapshot Spreadsheet
- 5. Budgeting for Profit Spreadsheet (Various Tabs)
- 6. Trending Spreadsheet
- 7. Your Bank Statements
- 8. Anchor Financial Report (MTD & Monthly)
- 9. ScoreCARD
- 10. Financial Now – When – Exit - Recipes
  - LD-YNR – 0119 – SOP - Now Recipe
  - LD-YNR – 0120 – SOP – When Recipe
  - LD-YNR – 0121 – SOP – Exit Recipe



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**YOU *TOOLS*.. Agenda for 3.8.22**

*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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**YOU *TOOLS.. Agenda for 3.8.22***

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

- **30k GP \$ challenge to increase during the last 6 months of 2021**
- 0402-SOP - Budgeting for Profit Spreadsheet (How-to use it)
- 0402-1-SOP-TCODB / METER (True Cost of Doing Business)**(Covered 7.7.2020)**
- 0402-2-SOP-TNP (True Net Profit)
- 0402-3-SOP-Stacking Up Cash - Building Working Capital and Reserve
- 0402-4-SOP-Chasing Dollars vs. Dimes
- 0402-5-SOP-Budget Goals **(Covered 12.14.21)**
- 0403-SOP – Snapshot
- 0404-SOP - Trending Tool
- 0407-5-SOP-Would you pay 50K for a Technician?
- 0407-6-SOP-Career Path for Service Advisor
- 0410-SOP-ScoreCARD how-to

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**YOU *TOOLS.. Agenda for 3.8.22***

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

- 0412-SOP-Bottom Line Price Grid
  - 22-412-SOP-FN-0060 Business Development Process
  - Mastery Reference
  - 17-118-Financial\_Recipe\_Spreadsheet\_YNR



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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		
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	Ashlan	Kaplan
13	Jeff	Strausser
14	Keith & Linda	Knowlton
15	Robert	Henderson
	Barabara	Henderson
	Heather	Thynes-Woodruff
16		
17		
18	Scott	Johnson
19		
20	Lance	Sunderlin
21	Chris	Gorzsas
22	Kevin & Sara	Craddock
23	Kevin & Sara	Craddock
24		
25	Brian & Grace	Beatty
26	Brian & Grace	Beatty
	Dave	Geho
	Tina	
13	Chris	Goodson



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- **30k GP \$ challenge to increase during the last 6 months of 2021**
- As we talked about the 30k Challenge is to increase by 30k during the last 6 months your GP dollars without raising prices. Then share 25% or more with your team. Involve your team in the ways this can be accomplished.
- Plus see attached file for the 50k SOP 407-5, fill out your strategies, and be ready to present your completed SOP 9/14 during our Anchor Meeting.
- 30k Challenge and 50k (SOP 407-5) Technician recruiting plan.
- Let's BLOW Brian away with our collective 50k SOP.



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Tip Toe Bandit



Sneaky Pete





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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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## **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?**



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