



**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*****

YOU NET
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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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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*

Reaching – ***E***merging – ***E***liminating



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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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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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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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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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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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Rally-Up

Who are the folks?





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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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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
- 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 10.12.21

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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YOU *TOOLS.. Agenda for 10.12.21*

*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)
- 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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- **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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<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	Ashlan	Kaplin
13	Jeff	Strausser
14	Keith & Linda	Knowlton
15	Robert	Henderson
	Barabara	Henderson
	Heather	Thynes-Woodruff
16		
17	Jae	Malinowski
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
	Tina	
13	Chris	Goodson



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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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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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- **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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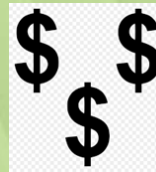
Anchor Financial Process

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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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 records 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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Please have FINANCIAL REPORTING FORMS INTO YOU NET RESULTS Houston no later than the 15th day of the following month. The 25th 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

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							Group Average	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.		4-U R. H.	4-MO R. H.	11-12 S. C.	4-E R. H.	14 S. J.	4-A R. H.	12 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	759,685	864,592	796,529	874,031	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



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- Ending Slide of Anchor Financial
- Other slides are below



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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



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



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- 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 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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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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