



Wildcard

Thank You for Attending this

Results Zoom Meetings

Live Today and Library Content Soon

Powered by **YOU NET RESULTS**

Continuing Leadership Thinking

Leadership is a Process....

When Utilizing YOU *TOOLS*

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You Net Results *Premier* Automotive Guide

Brian Gillis





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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 LEADERS

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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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...

- Leadership can be a process!
- Leadership can be learned!
- Leadership can be taught!
- Leadership can be “FUN”!
- Leadership can be systemic!



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YOU *TOOLS*

It's easy to build a leadership process but it's
easy not to!

How-to build Your Leadership 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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What are? Leadership **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 leader (BO to BL)
- Leadership Silver Bullets do not exist



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YOU ***TOOLS***

- Three “P” Triangle People-Process-Profit
- Five **YOUTOOL** Player
 1. Financial
 2. Leadership
 3. Management
 4. Strategic
 5. Tactical
- WOIT – Working on it Tuesday
- PAHR – Prepare – Attract – Hire – Retain
- Behavior Never Lies by Richard Flint



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- How to invest in your own Go For No Online Course...
- Highly Recommended to maximize this great opportunity
- Gofornocourse.com **Get Started Today**
- Code Save \$50 You Net Results Discount

GFNYNR50



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YOU *TOOLS*.. Agenda for 6.9.20

- Round Table BOD... Board of Directors
- What you to?
- Have People Challenges?
- Love them one minute - but not the next.
- Running a daycare center?



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YOU *TOOLS*.. Agenda for 6.9.20

- Round Table BOD... Board of Directors
 - People challenges
 - People issues
 - People retention
 - People mentoring
 - People coaching
 - People pay plans
 - People recruiting
 - People hiring
 - People ready
 - People scenarios
 - People concerns
 - People finding



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YOU **TOOLS**.. *Agenda for 7.28.20*

Brian's Know-How and Experiential Go For No Breakthrough Training and Coaching Course

- Course Introduction Welcome/Meet Richard and Andrea
- The Impact of Fear (3:59 min) **covered 7/28/20**
- The Core Premise of 'Go for No!' (5:13 min) **covered 7/28/20**
- The Day That Turned Everything Around (7:56 min) **covered 7/28/20**
- Removing the Selling Stigma (4:16 min) **covered 9/15/20**
- Your Definitions of Failure and Success (9:48 min) **covered 9/15/20**
- The Five Failure Levels (6:41 min) **covered 9/15/20**
- Achieving Success Requires Making a Decision to Work to Failure (4:56 min) **not covered**
- Your N.Q. vs. Your I.Q. (11:46 min) **not covered**



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YOU **TOOLS.. Agenda for 9.15.20**

Brian's Know-How and Experiential

Go For No Breakthrough Training and Coaching Course

- Removing the Selling Stigma (4:16 min) covered 9.15.20
- Your Definitions of Failure and Success (9:48 min) covered 9.15.20
- The Five Failure Levels (6:41 min) covered 9.15.20
- Achieving Success Requires Making a Decision to Work to Failure (4:56 min) not covered
- Your N.Q. vs. Your I.Q. (11:46 min) not covered



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YOU *TOOLS*.. Agenda for 11.17.20

Brian's Know-How and Experiential

Go For No Breakthrough Training and Coaching Course

- Achieving Success Requires Making a Decision to Work to Failure (4:56 min)
- Your N.Q. vs. Your I.Q. (11:46 min)



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Master Template



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YOU *TOOLS*

- Slight Edge book by Jeff Olson
- Lotus Code by Mark Yarnell
- E-Myth Mastery Leadership Module
- LWOBAS
- SMS – SBS – STS – SPS
- No Reverse Club



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YOU *TOOLS*

John C. Maxwell

- Five Levels of Leadership
- 21 Laws of Leadership
- Developing the Leader With YOU
- Developing the Leaders Around YOU



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YOU *TOOLS*

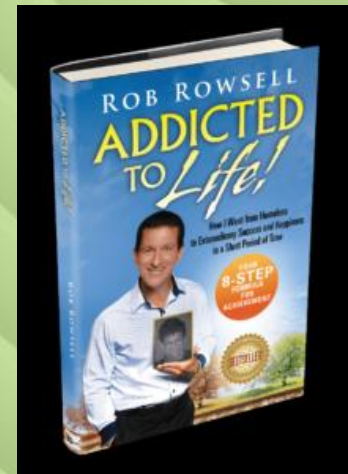
- Go for No by Richard Fenton & Andrea Waltz...
Go For No Breakthrough Pak ([BUY Link](#)), Hard Copy of Book ([BUY LINK](#)), 2 CD Pack Audio ([BUY LINK](#)),
- Coaching for Improved Work Performance by Ferdinand F. Fournies ([BUY Link](#))

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YOU *TOOLS*

- ALL-In ATL Community ([Web Link](#))
- Addicted to Life (ATL) by Rob Rowse ([BUY Book](#))
- ATL Quarterly Strategic Action Plan
- ATL 8 Step Building Blocks
- ATL Action Guide ([Get it Link](#))





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Two of the *Premier* Automotive Guides

Brian Gillis



Jim Ryckman



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About Jim Ryckman...

- Founder and Operator of Rytek Automotive
- Moved from Business Owner to Business Leader
- Automotive Technician Trained
- Level 3 Leader
- 25 plus years of business know how
- Dollar Time Facilitator
- Zoominar Presenter
- TurnAroundTour Language Instructor

