

Throughput Accounting

Working Smarter not harder program

*Improving your Bodyshop using
Throughput Accounting*

Understanding how to make money in a flow based business is one of the most crucial aspects of business success for a Bodyshop. This training covers all aspects of making money, from understanding revenue, costs, and profit, to cashflow and investment, and finally to understand how to make more money from both your bottleneck and non-bottleneck processes.

You will learn how to:-

- Compare contracts with different rates, discounts, etc.
- Understand all the different cost types in your business and what drives these costs
- Understand the difference between sales and throughput for your business
- Evaluate the benefit of 'one more car' in a given time period
- Understand what a good 'balance' of work looks like
- Squeeze more throughput out of your bottleneck processes
- Make new money from your non-bottlenecks
- Price work differently
- Make better business decisions

Typical Bodyshop Profit and Loss Model

Sales	£	1,716,000	
Commissions/Referrals	£	85,800	
NET Sales after Comm/Ref	£	1,630,200	
PARTS at COST	£	678,600	
PAINT at COST	£	148,200	
THROUGHPUT	£	803,400	T
Productive Wages	£	290,347	
Staff Salaries	£	250,416	
Courtesy Cars	£	54,000	
Rent,Rates, Utilities	£	100,000	
Other Overhead	£	58,000	
OPERATING EXPENSES	£	752,763	OE
Profit = T - OE	£	50,637	3.0%

The training does not contain "heavy" maths or accounting principles. It is aimed at business owners who want to make better business decisions not prepare accounts! It will use your own business which will make sense, and be 'real' to all.

The training is on-site based and will allow plenty of time for discussion and interaction.

To find the next available date and book your visit please speak to:

Paul Wilson (07762 164977) Or email info@bodyshopalliance.com

