

Auto Shop Tips© by Michael Strautman

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Auto Shop Tip #24

You May Not Have Time for This
By Michael Strautman

"If you fail to plan, you plan to fail." This statement is said so often, we can really miss the **truth** in it. Are you willing to give time to the success of your shop? Shop owners often tell me, "I don't have time for all of this." At first glance, this statement may appear to be valid in your situation. However, the, "I don't have time," often means, "I am unwilling to change." Sometimes it only means, "I don't make time for this type of activity." Which is it for you? If I told you that one year from now you could be at the next level in your business (whatever that is for you), how much time would you be willing to devote to that task?

To be a successful business owner, you must be willing to schedule time to take your business to the next level. At the heart of business change is time management. There must be times that you are willing to step away from the day to day operations in interest of higher pursuits. Some shop owners schedule one hour per day for business development work. Some schedule one day a week. How you organize it is up to you and the way you would like to see it done. Keep the following in mind when planning for time management.

Level 1 – Beginner businesses will need *less time* to move forward because there are *small changes* that will impact the business in a *big way*. Suggestion: One hour per day working on your How-To Manual.

Level 2 – Intermediate businesses will need an *even balance* of assisting with day to day operations, training, and long term planning. Suggestion: 2-3 hours per day fine-tuning and training your How-To Manual.

Level 3 – Advanced businesses' leadership will be able to spend the bulk of their time *training others*. Suggestion: 6-8 hours per day revising and training your How-To Manual.

As you are considering your plans, I want to mention one final thought. Do you know what level business you have? If you do, which level business do you desire? If you do not desire to spend most of your time training and developing others, maybe you should consider *working for a shop owner who does*. The most successful business owners dedicate their time to building a team and business to work *for them*. If you enjoy the day to day operations work, there are shops all across the country looking for good help, *join them and help them succeed*. If the motivation is not in you to make time for your business, you likely will *never* make time for it. For those of you who desire more, I have a suggestion: Schedule time for developing and training your How-to Manual.

If you are a Level 1 or 2 business and desire Level 3, I can help you with your How-To Manual. Just call or email me about our Auto Shop Lifeline Program. (Only \$88/month! Special discounts for ASA National Members-50% off!) Call 270-782-6455 or email mikestrautman@turnaroundtour.com!

