



July 2024 Newsletter

Welcome New Members

Welcome to our newest members:

Gian Rossi - [Central Automotive Transmission Service Banksmeadow NSW](#)

Adele Goodwin - [Ipswich City Mechanical Raceview QLD](#)

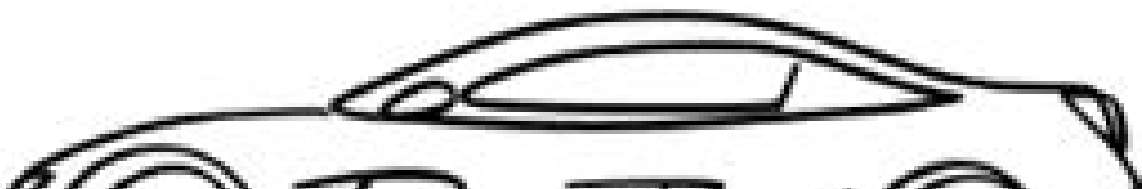
Eric Dombrowski - [MotorMiester Archfield QLD](#)

Quentin Gill - [QG Auto Electrical & Air Conditioning Stafford QLD](#)

Ward Lambley - [K&M Mechanical Repairs Gilliston Heights NSW](#)

Marcus Skilbeck - [Skilly's Tyre & Auto Heathcote VIC](#)

Melissa Jones - [Westbury Automotive Westbury TAS](#)





Business Success Training

As we go into a new financial year, some of us that attended the Business Training last month are planning small changes in our businesses to the way we develop procedures and measure results in our businesses. The training was facilitated by Duncan Boyle, created great motivation to the group and at times put members out of their comfort zone. He also challenged the thinking and current habits to those members who attended.

Following the training was a great networking dinner at Alex & Co.

We are currently looking at options further business training for the AASDN group.





Driving Business Performance

As we embark upon a new financial year, we at Auto Wealth Creator are thrilled to share how strategic planning plays a pivotal role in your commitment to delivering exceptional service and exceeding your customers' expectations. Business Strategy is about thinking your way from one place to a better place as judged by you. It's about imagination and vision as was cultivated by you. This expression of imagination and vision is then followed by planning then execution

What we know:

1. A strategic business approach involves the identification of short & long-term goals
2. Anticipating challenges and opportunities
3. Allows for better decision-making and risk management.
4. Understanding business financials leads to smarter business results
5. Smarter business systems and process lead to improved productivity and efficiency
6. Better productivity and efficiency lead to increased profitability

Competition in the industry is high. Consumers are savvy about repair costs, often getting multiple estimates before committing to a Service Centre. **High competition** has meant Service Centers have accepted price increases at the expense of profit margins. This should not be the case and we should be passing these on. Understand where you are today - Reality V's Perception

Focus:

On key industry KPI's

1. Understanding productivity – how many hours available and how many you have sold
2. Maintain labour margin GP %
3. Maintain parts margin GP %
4. And overall invoice margin GP %
 - a. Refer to your Business Success workbook to assist you in these GP %'s.

The intrinsic benefits created through strong business processes are often hard to see. Yet, they present tangible results observable in heightened competitive advantage for the business. Thus, process improvement strategies can drive very powerful and sustainable business improvement. "1 percent improvement" over a sustained period is a critical strategy for businesses, because it is easy to attain and always has a cumulative and positive impact on profit.



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Instagram: @autowealthcreator



RSVP for Activities Your Attending at Event- It's Only 6 weeks away!

For those who are attending the AGM & Gala dinner we have some fantastic activities planned for the weekend and would like to confirm your attendance to each so that we can confirm numbers to each activity. Such as Golf or High Tea, the Buffet dinner, and the AGM, just to name a few.

Please complete the google form at your earliest convenience.

[RSVP Here](#)

For anyone who would still like to attend but haven't RSVP yet, please email aasdneastcost@gmail.com.

Bi-monthly Zoom Catchup

We are planning a Bi-monthly Zoom catch up for members.

The first one is on the Tuesday 9th at 7.30pm, as members have been sent a meeting invitation.

Imparts one of our preferred partners will kick off the meeting with a short presentation. Followed buy an update on upcoming AASDN training and events and introduce new members. We will also have a talk between those who attended the business weekend and a general chat to close.

While this is a trial please be patient as we all develop this program. It is a new Idea.

[Zoom Meeting Link](#)

Committee Positions

All positions will be made vacant at the AGM, if you wish to stand for election please email us a notice of intention. Nominated so far:

- Chairman - Pat Will Nominate
- Vice Chairman - Michael Carnemolla
- Secretary - Lee Carnemolla
- Treasurer - Craig Bails
- Membership Co-ordinator - Bryce Spiteri
- Training Co-ordinator - Scott Thomas
- Events Co-ordinator - Lee Carnemolla
- QLD Representative - Ange Wall
- VIC Representative - Rachel Tilley
- Assistant Treasurer (new position)

Director Positions - we also have availability for 3 to 4 new Directors to work with the current 5 Directors we have on board now. Directors positions are for a 3 year term.

Workshop & Apprentice Of The Year Awards

At the Gala dinner we will be announcing the Winners of the:

- Workshop of the Year Metro
- Workshop of the Year Regional
- Apprentice of the Year

To Enter your workshop, please see link below to the google form which needs to be completed by the **1st August.**

Winning entries will be judged by a pre-determined criteria and independent panel. Please provide as much information as possible, including great photos, and get involved.

The winning entry for both regional and metropolitan **will win a \$1000 gift card.**
As well as the Apprentice of the Year.

[Enter Here](#)

Training Calendar

We are currently organising a training calendar for AASDN East Coast for the next 12 months.

- NSW 20th July Diesel Training - Sydney Diesel limited spots still available.
- QLD 12th October will include evening event and Christmas drinks
- VIC 19th October will include evening event and Christmas drinks
- WA 5th 6th September P.A.T.E Training to book call Pat. This is a 2 day training program that Western Australia has put together.



AASDN is thrilled to introduce...

THE PERTH AUTOMOTIVE TRAINING EVENT 2024

Proudly supported by
STRONGER WITH
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Save the Date 6 & 7 September 2024

We have gathered the best trainers in Australia to bring you 2 days packed full of training.

There will be something for everyone, from apprentice training to highly skilled tech and business training.

This is the first event of this type in Western Australia and offers a unique opportunity for our automotive community to come together to learn from the best.



P.A.T.E

6 & 7 SEPTEMBER 2024



For more details, contact Suzy Walker on 0457 607 231



www.aasdnwa.com.au



Ingot Hotel & AASDN Training Centre



Castrol Shirts & Dress Code

Castrol Shirts should soon be available.

Unfortunately these have been held up due to new style and supply issues but I am hoping to have them at the AGM for distribution to those who attend shirts.

The shirts will also be available at events as you attend an event and as supply improves they will be available on the web site for purchase at a reduced price for members.

While on shirts its time to address our dress code as we grow and have partners attending anevent **please** when ever possible where your AASDN attire as it lifts our professional status as a group. Also If you are attending a training event please wear appropriate clothing and also footwear to these events so, we respect the hosting workshop and trainers.



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Christmas Celebration

East Coast Christmas party is on the the 16th November, bookings opening soon.

Please support our partners where possible as it is their support that means we can grow and give our members more benefits,

Best Wishes,

Pat



AASDN East Coast

1 Darian St, Highfields
QLD Australia

You have received this email as an AASDN East Coast Current Member.

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