

HEADLINE PARTNERS



PARTNERS

An abstract graphic in the background of the right side of the slide, composed of dark grey and black geometric shapes (triangles, lines) connected by thin red lines, creating a complex, crystalline structure.

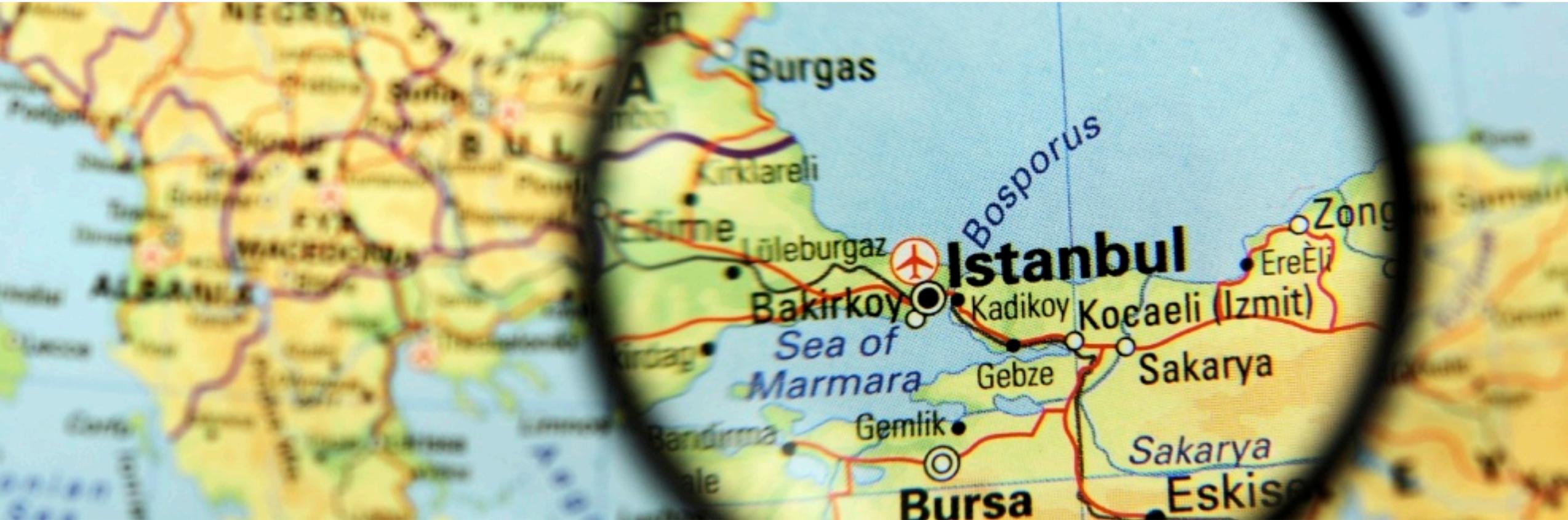
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# Fit for the future

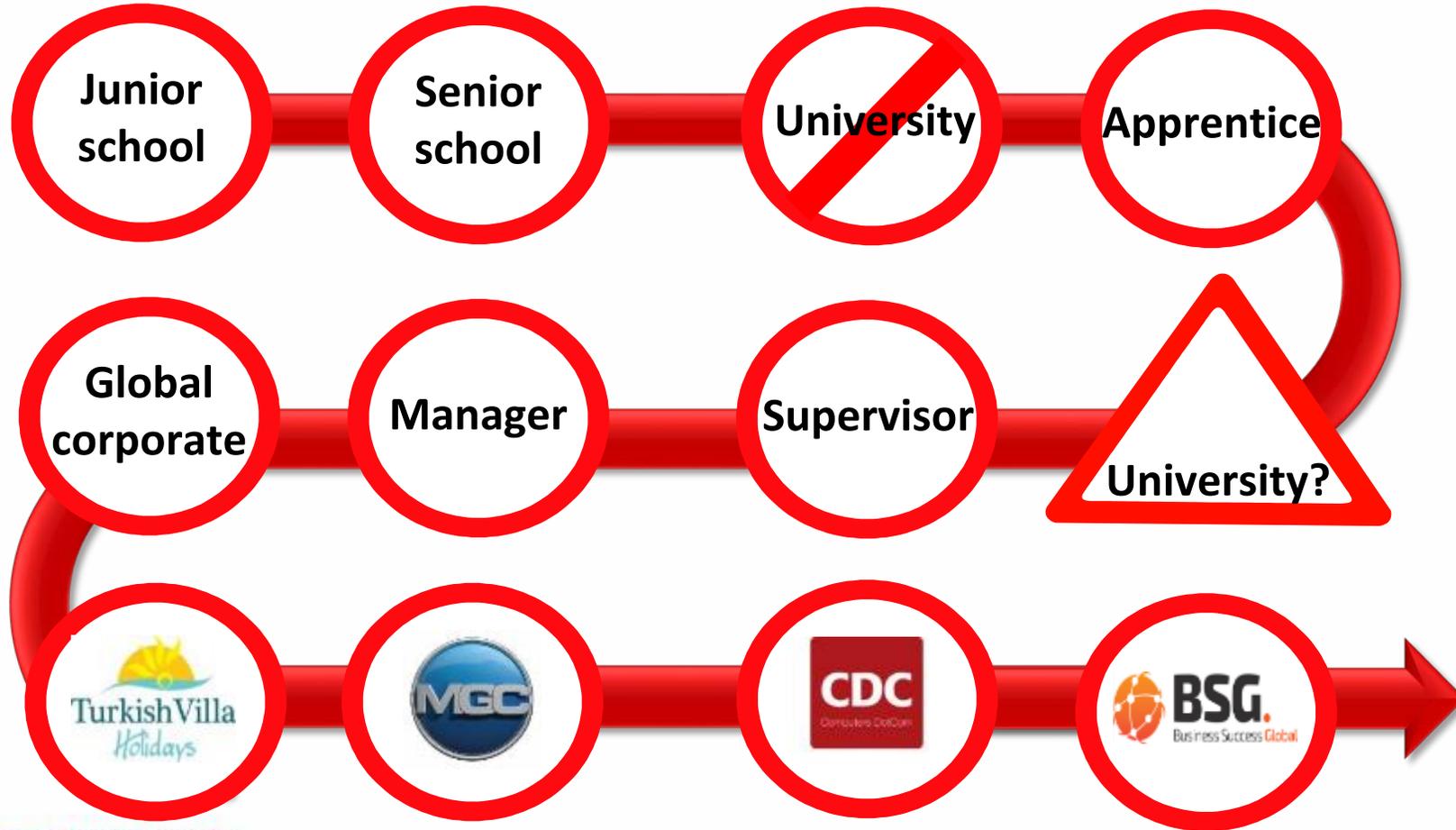
**Robert Snook**

**Business Success Global**

Thank you for the invitation



# Firstly, who am I ?



# 360 degree bodyshop experience



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# Today we have heard about...

- Market Trends
- Technology
- Legislation
- Innovation
- Standards

...So much information. So many ideas.

But ideas earn you nothing



Lesson **1**: Implementation is everything

The only difference between high and low performing businesses is implementation.

**Everything** else is just an excuse.

## Lesson 2: Change yourself first



If you want to be fit for the future, you need to change yourself **before** you can change your business.

How does our industry plan for the future?

What percentage of bodyshop owners and managers have **no qualification** for their job?

83%

...What would that look like in other industries?

In airlines...



In hospitals...



In fashion...



In cruises...



## Lesson 3: Invest in yourself

Re-invest 10% of the profits you earn in yourself and your management team.

It will be the best investment you will **ever** make.

# The captain and bridge are on the top for a reason



Lesson 4: The only constant is change

It is **not** the biggest, strongest or cheapest businesses that succeed.

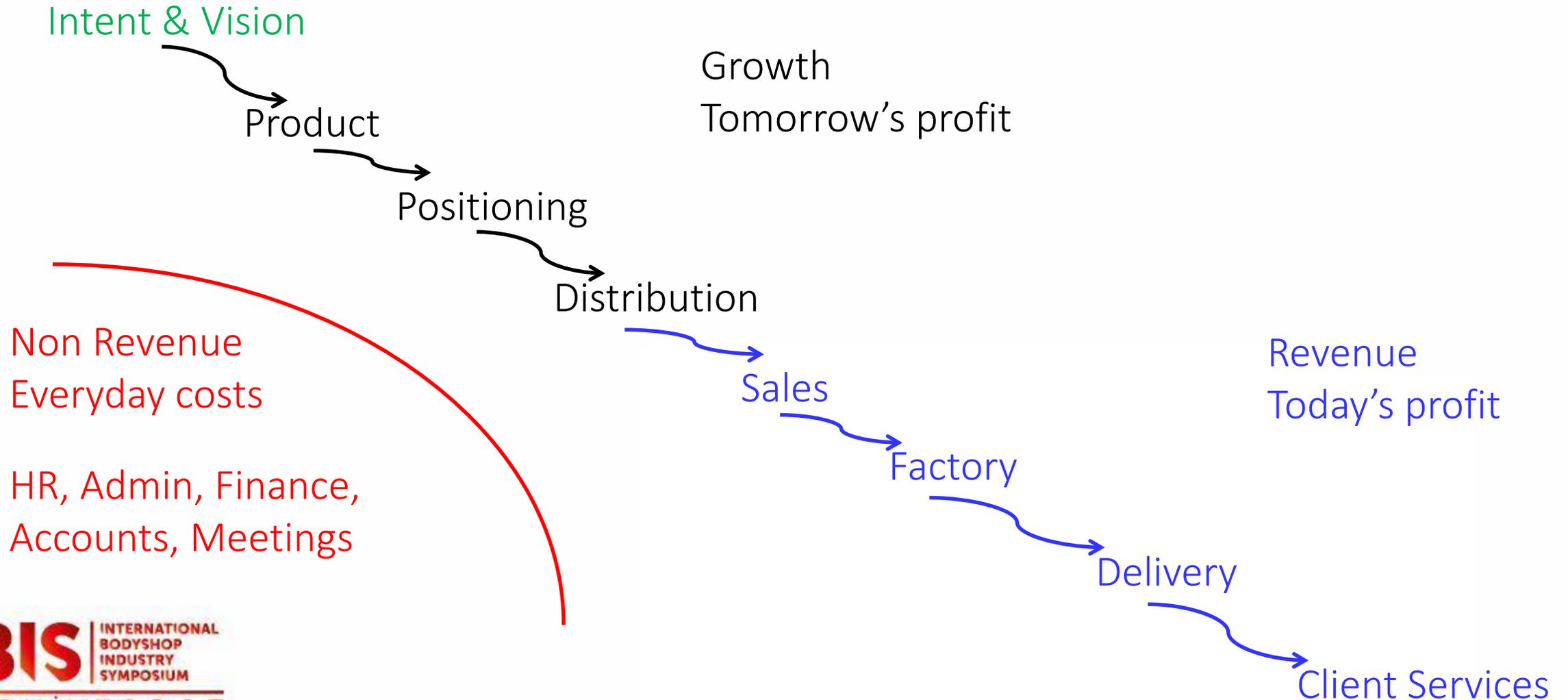
It is the ones that are **most** adaptable to change.

Lesson 5: Run your business like you mean to sell it

It does not matter whether you grow, diversify or exit.

If you run your business like you intend to sell it, then you will run a **better** business.

# Lesson 6: understand your revenue stream



If you start with this...

Ajandam (günlüğüm)

...You will end up with this

## Ajandam (günlüğüm)

Çalışanların Sorunları  
Aramalar  
Atalyö sorunları  
Tasarlanan Ofis zamanı  
Bütçe  
Takım görüşmeleri  
Email Raporlar Müsteri görüşmeleri Stratejik görüşmeleri  
Tasarlanan Yerel görüşmeleri  
Planlamalar Aramlar Pazarlama  
Satış görüşmeleri Kültür Müsteri görüşmeleri  
Parçalar Hesaplar Tasarlanan Teslimat Problemleri  
Yazışmalar Atalyö sorunları Parçalar  
Marka yönetimi Raporlar Yeni Müsteriler  
Çalışanların sorunları Vizyon Parçalar Bütçe  
Banka Ofis zamanı Atalyö Satış görüşmeleri  
Email Stratejik Yazışmalar  
Sosyal medya Satış Banka görüşmeleri  
Müsteri görüşmeleri Hesaplar Ofis zamanı  
Aramalar İşin amacı Email  
Takım Tedarikçi görüşmeleri

Lesson 7: Choose between money or excuses

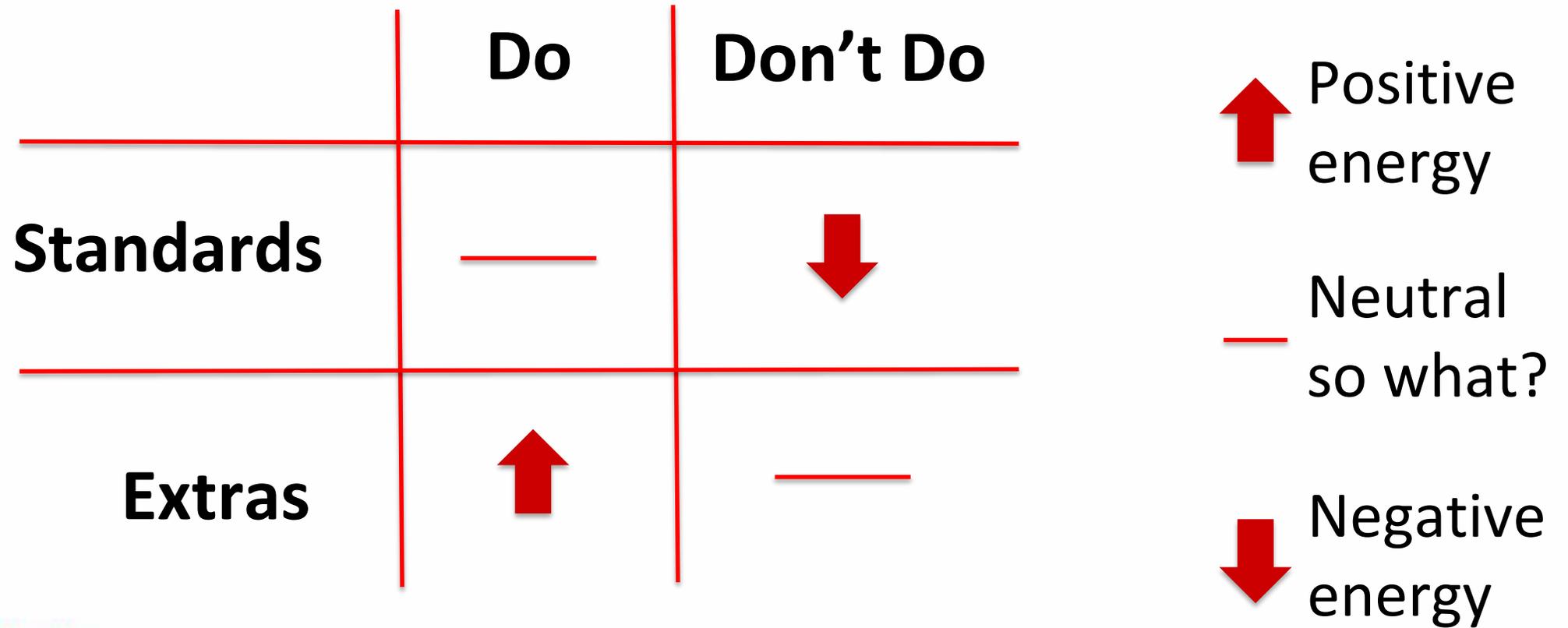
You can make money or you can make excuses,  
but you cannot make both.

They are mutually **incompatible**.

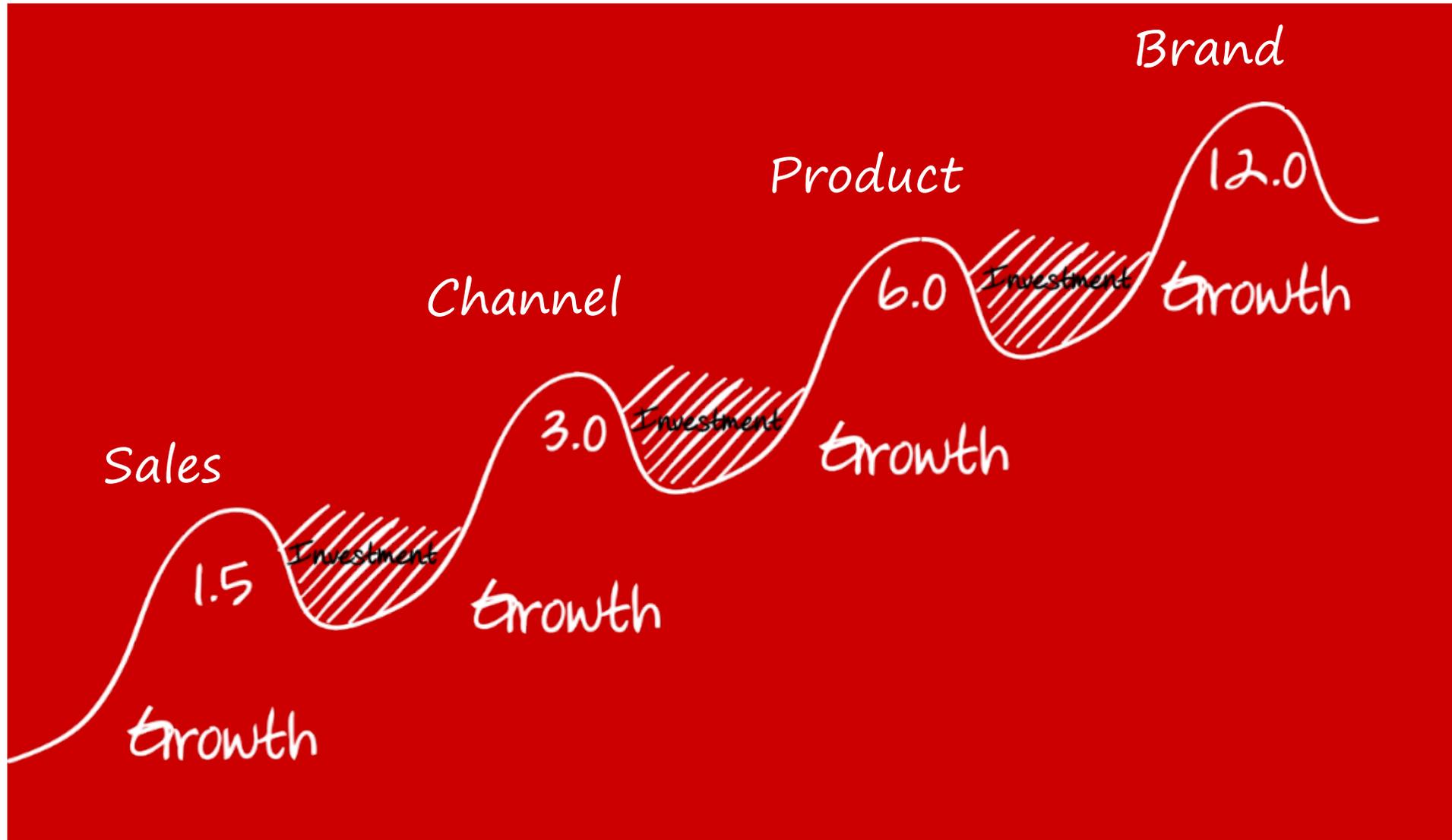
There are a lot of people fishing in your space



# Lesson 8: Always give more than they expect



# Lesson 9: Success comes in jumps



# Lesson 10: Build assets not just profits



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Thank you