



GROUP 700 – “BEST IDEA”

JUNE 16, 2020

Best Idea
Co-WINNER!



TIRE BARN TIRE PROS

TIRE/SERVICE TECH FLEX-PAY GUIDELINES

- **B-Tire Tech** – Basic tire skills and knowledge. TIA training. Vehicle lifting, tire installation and balancing, flat repair. Shop cleaning, inventory receiving and stocking, shop maintenance.
 - *\$12-15/hour clock time depending on skill level. No Flex-pay.
- **A-Tire Tech** – Advanced tire skills and knowledge. TIA training. Highest knowledge in tire installation, load range, sizing, fitment and repair. Extensive knowledge and ability in vehicle inspection. Proven ability in basic service items such as oil change.
 - *\$15/hour base clock time. Triggers Flex-Pay at 80% efficiency at \$17/hour.
- **A-Tire Tech/Service Tech** – In addition to A-Tire Tech skills, must have ability to perform all types of flushes, basic alignment skills, basic brake repair skills.
 - *\$17/hour clock time base. Triggers Flex-Pay at 90% efficiency at \$20/hour

TIRE BARN TIRE PROS

TIRE/SERVICE TECH FLEX-PAY GUIDELINES

FLEX-PAY FLAT RATE SCHEDULE--- A-Tire Tech

- One Tire Mount and Balance- .4
- Two Tire Mount and Balance- .6
- Three Tire Mount and Balance- .8
- Four Tire Mount and Balance- 1.2
- Rotation with Brake Lining Check- .4
- Courtesy Check- .2
- Complete Paid Inspection- .4
- Brake Inspection with Complete Data- .5
- Wiper Replacement- .1
- Air/Cabin Filter Replacement- .2
- *Oil Change- .5
- *Flat Repair- .4

TIRE BARN TIRE PROS

TIRE/SERVICE TECH FLEX-PAY GUIDELINES

FLEX-PAY RATE SCHEDULE---A-Tire Tech/Service Tech

- Transmission Flush- 1.0
- Coolant Flush- 1.0
- P/S Flush- .6
- Brake Flush- .6
- Free Alignment Check- .2
- Basic Alignment Adjust- .7
- Modified/H-D/Euro Alignment Adjust- .91
- Brake Package (axle)- 1.2

TIRE BARN TIRE PROS

TIRE/SERVICE TECH FLEX-PAY GUIDELINES

FLEX-PAY REQUIREMENTS

- All Flex-Pay programs require Dependable Attendance. Any absence, either partial-day or full-day, will eliminate Flex-Pay incentive for that pay period.
- Any employee involved in the Flex-Pay Program who has not met attendance requirements two or more times during a four-week period will be dropped from the program for two weeks during which time they must meet the Dependable Attendance requirement in order to be reinstated.
- Flex-Pay warranty performed without compensation

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Co-WINNER!

BIG DISCOUNT
TIRE PROS
®

BIG DISCOUNT TIRE PROS

Sales Counters

Traditional old-style counter



New style counter (?)

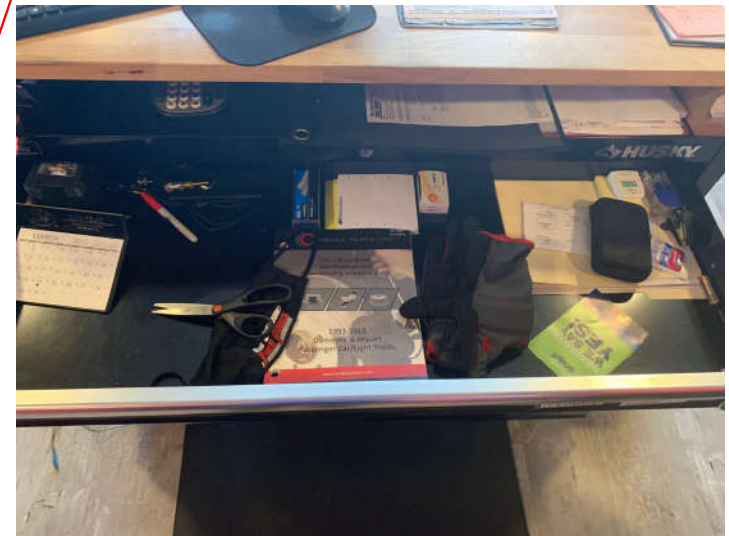


BIG DISCOUNT TIRE PROS

Sales Counters

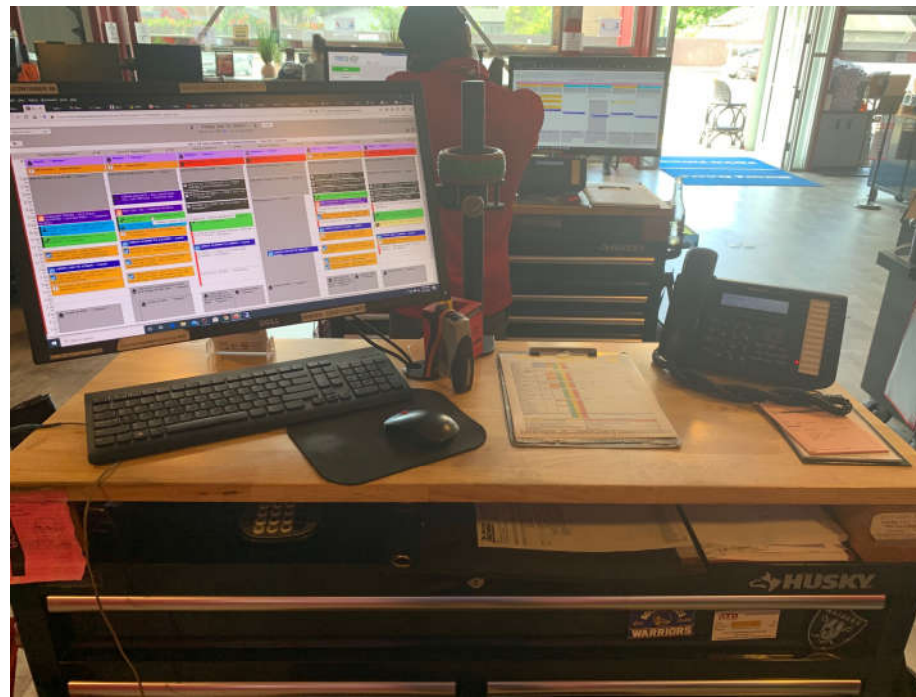


Note: 4" wood block used to raise top height and add additional storage area



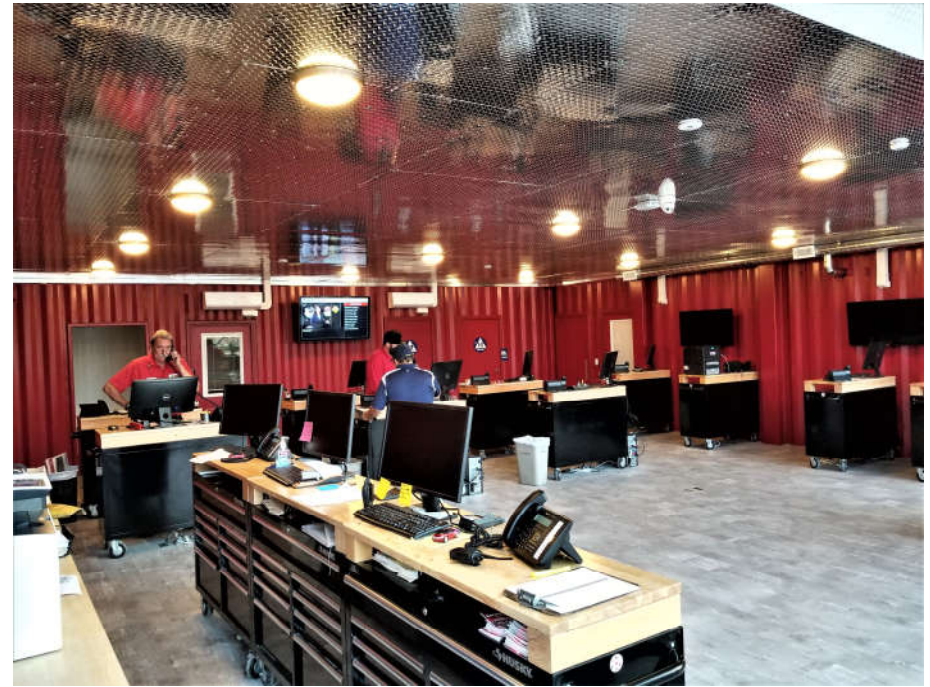
BIG DISCOUNT TIRE PROS

Sales Counters



BIG DISCOUNT TIRE PROS

Sales Counters





SULLIVAN'S TIRE PROS

Ozone Treatment

- CLEANS AND DISINFECTS ENTIRE VEHICLE
 - MUST REPLACE CABIN AIR FILTER FOR COMPLETE TREATMENT
- ALL VIRUSES, ALLERGENS, & ODORS ARE NEUTRALIZED
- GIVES A NEW CAR LIKE SMELL
- VACUUM FLOORS AND SEATS
- STOPS THE SPREAD
- 45-60 MINUTE TREATMENT TIME

Note: Selling for \$59.95 + cabin filter as a stand-alone service and \$49.95 + cabin filter with other services

<https://www.boie.us/shock-pro-d.php>

SHOCK PRO-D 32000MG/HR Ozone Generator



OZONE TREATMENT

- CLEANS AND DISINFECTS YOUR ENTIRE VEHICLE*
- ALL VIRUSES, ALLERGENS, & ODORS ARE NEUTRALIZED
- GIVES A NEW CAR LIKE SMELL
- VACUUM FLOORS AND SEATS
- STOPS THE SPREAD
- 45-60 MINUTE TREATMENT TIME
- *MUST REPLACE CABIN AIR FILTER FOR COMPLETE TREATMENT

****MEDICAL WORKERS & FIRST RESPONDERS****
SERVICE IS COMPLIMENTARY, CABIN FILTER IS EXTRA.
831-394-6561 or www.sullivanstire.com to schedule an appointment.





RALPH'S TIRE PROS

Free Evac & Recharge Coupon

Note: tried first in newspaper – no response. This is start digitally in Facebook

- New approach for us to try in advertising
- Coupon starts on June 20th
- Ad space already paid for
- One coupon per family / call for appointment
- Trained nearly all staff to perform service
- Cost is minimal
- Hope to gain hundred calls and upsell, along with new customers



SPECK SALES
TIRE PROS
®

SPECK SALES TIRE PROS

New Employee Training

Note: This was for a tire tech. Worked on shop vehicles and loose wheels owned by shop





ROUTE 66 TIRE PROS

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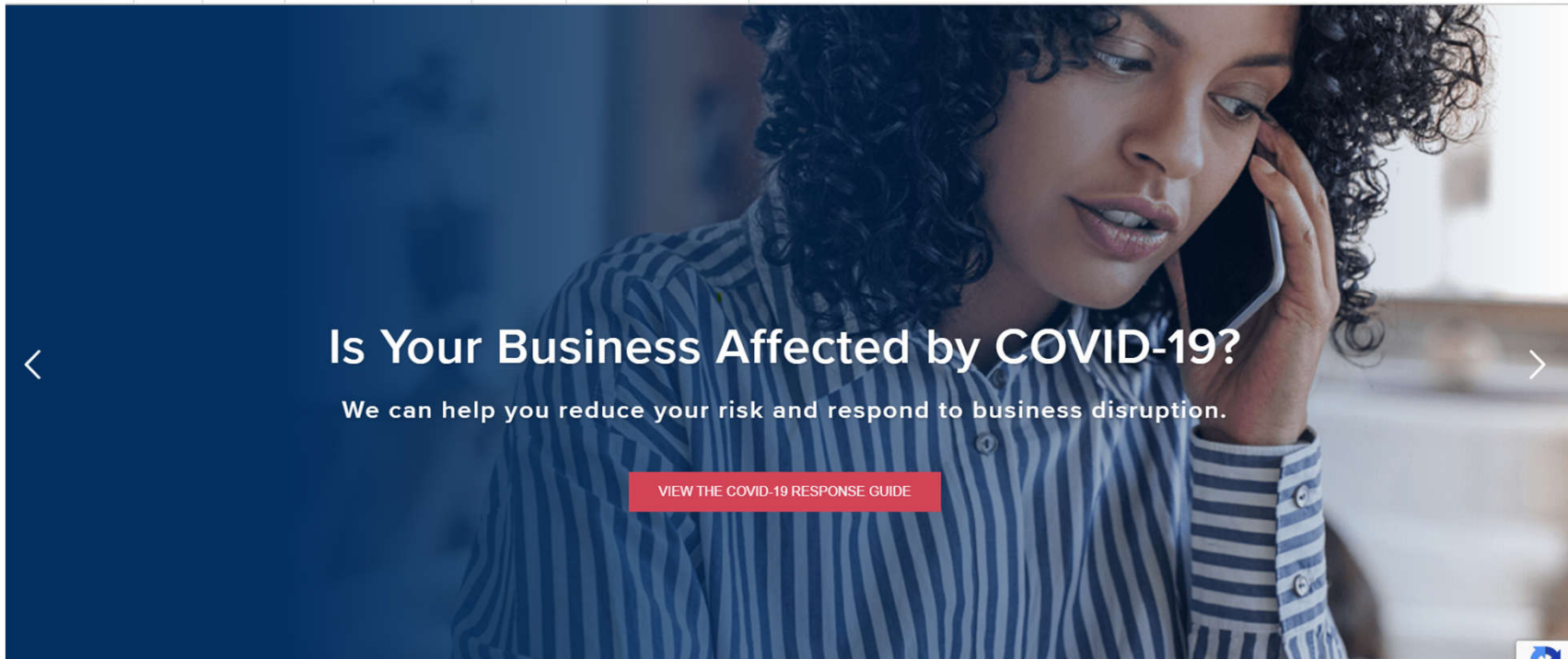
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Twitter Facebook

En Español

network hosted by:
LONG BEACH
CITY COLLEGE



Is Your Business Affected by COVID-19?

We can help you reduce your risk and respond to business disruption.

[VIEW THE COVID-19 RESPONSE GUIDE](#)



ROUTE 66 TIRE PROS

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About the Small Business Development Center

California Small Business Development Center Network

California's Small Business Development Center (CA SBDC) Network is one of the state's primary resource partners for small business development. Our 42 service centers and six administrative lead centers help drive the state economy. The CA SBDC Network provides small businesses and entrepreneurs with confidential, no-cost, one-on-one advising, expert training and a wide business network. Small business owners access capital, develop business and financial models, create and implement marketing strategies, connect to global markets, and grow their business online with the CA SBDC. We are proud to empower small business owners to start and grow their business.



California's SBDC gets the job done as the state's largest and most effective small business assistance program

Los Angeles Regional SBDC Network

The Los Angeles Regional SBDC Network includes the Lead Center, eight local Service Centers and more than 20 satellite locations. It is among the top 10 funded networks in the country. Our SBDC network assists small business owners throughout the Los Angeles, Santa Barbara and Ventura counties. We increase sales, obtain loans, streamline operations, utilize new technologies, expand into new markets, and position our clients for long-term growth. Our team of small business consultants provides no-cost business consulting and low-cost training programs in business operations and management, marketing, financing, business planning and more.

[SCHEDULE ADVISING APPOINTMENT](#)

[ATTEND TRAINING WORKSHOPS](#)

[SIGN UP FOR UPDATES](#)

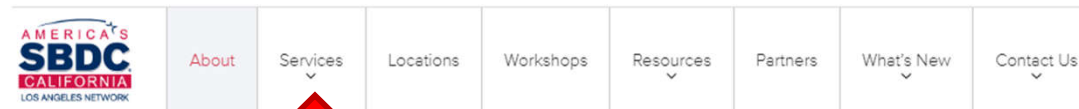
The CA SBDC is funded in part through a cooperative agreement with the U.S. Small Business Administration. Funding is not an endorsement of any product, opinion, or service. All Federal and State funded programs are extended to the public on a nondiscriminatory basis.

Long Beach City College

Since January 1, 2006, Long Beach Community College District (LBCCD) has been the host institution for the Los Angeles Regional SBDC program and the [Long Beach Service Center](#). Program efforts have assisted over 30,000+ small businesses start, grow, and succeed. As the Lead Center host, LBCCD holds the contract with the SBA and contracts with a diverse group of eight educational and community development organizations to deliver services to small businesses. Expand the menu below to check out some of our staff and directors or connect to a center near you.

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Growing Business

[SERVICES](#) > GROWING BUSINESS

In business 3+ years ready for operational and strategic planning, managing and financing growth.

All SBDC consulting services are offered at no cost throughout our tri-county service territory. The list below contains services commonly offered to growing businesses. Our services are tailored exclusively to your business needs; if you do not see a specific area of need listed below, please make an appointment to speak with a consultant. Expand the menus below for more information on some of our services.

[+ BUSINESS PLANNING](#)

[+ FINANCE](#)

[+ LEGAL & HR](#)

[+ MARKETING](#)

[+ GOVERNMENT CONTRACTING](#)

[+ INTERNATIONAL TRADE](#)

[+ MORE](#)

How We Can Help

Startup

New Business

Growing Business

Download Tools

[USPTO Patent Process Overview](#)

This document is provided by the U.S. Patent and Trademark Office, it outlines the steps necessary to obtain a non-provisional (utility) patent.

[CERTIFICATION FACT SHEET](#)

This document summarizes common federal, state and local certification criteria, certification lengths, certifying agencies, and associated fees.

[TRADE FINANCE GUIDE](#)

The *Trade Finance Guide: A Quick Reference for U.S. Exporters*, was designed to assist small and medium-sized companies in the U.S. This guide provides vital information necessary for knowing the financial aspect of trade. This information gives small businesses the basics of trade finance to turn their export opportunities into the achievement of sales and profit.

[BUSINESS LEASE CHECKLIST](#)

A great checklist for any small business owner or entrepreneur outlining consideration before signing a commercial lease.

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◀ May

July ▶

Workshops

All LA SBDC workshops are currently being offered online only.

Due to the COVID-19 Safer-at-Home restrictions, all LA SBDC workshops are being rescheduled or offered online only. If you've registered for a workshop, please check your email or the calendar listing for the latest updates.

If your business is affected by COVID-19, view the LA SBDC COVID-19 Response Guide [here](#).

The LA SBDC Network offers no-cost/low-cost business workshops throughout Los Angeles, Santa Barbara, and Ventura Counties.


Events for June 2020

EVENTS IN 2020-06	SEARCH Keyword	FIND EVENTS	VIEW AS Month
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SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
31	1 WEBINAR: An HR Roadmap To Reopening Your Business	2 5-Part Webinar Series – Building and Launching Your Shopify Store WEBINAR: How To Do IGTV I Received the PPP Loan – Now What?	3 How To Do Instagram Live For Sales Webinar: Rent Relief Conversations for Commercial Landlords Webinar – WordPress Survival – Part 2 View All 9 Events ▶	4 WEBINAR: Pitch Perfect 101 Webinar – Finding Funding Webinar – The Rise of AI (Artificial Intelligence) and Augmented Reality in E-Commerce View All 4 Events ▶	5 PPP Forgiveness Information E-commerce Workshop La Reapertura: Navegando la Orientación Estatal y Local para que los Clientes Regresen Seguramente	6
7	8 Post COVID-19 Business Plan Webinar WEBINAR: An HR Roadmap To Reopening Your Business	9 WEBINAR: SBDC Orientation WEBINAR: The Basics of Starting a Business 5-Part Webinar Series – Building and Launching Your Shopify Store View All 6 Events ▶	10 Need for PPP EIDL WEBINAR: Recession-Proof Your Business How To Use IGTV To Grow Business View All 5 Events ▶	11 Webinar – How to Start Your Business for Veterans, Military and Spouses Webinar-E-commerce: Tax & Finance: Ins and Outs of Sales Tax and E-commerce Finance Webinar – Process Improvement in the Covid-19 World View All 7 Events ▶	12 Growing Your Business Online Growing Your Business Online	13
14	15 WEBINAR: An HR Roadmap To Reopening Your Business	16 WEBINAR: How to survive ABS and Independent Contractor 5-Part Webinar Series – Building and Launching Your Shopify Store WEBINAR: LinkedIn for Business View All 5 Events ▶	17 Webinar – Intro to Certifications and Contracting Opportunities for Veterans, Military and Spouses Webinar – How To Sell... Without Sounding Like A Salesperson WEBINAR: Accounting: The Basics of the Language of Business View All 7 Events ▶	18 SBDC Legal Entity Webinar SBDC Legal Entity Webinar Webinar – How to Use Personalization to Help Drive More E-Commerce Sales View All 7 Events ▶	19	20 Webinar – Marketing Research and Marketing Strategy: Roles in Creating Sustainable Businesses

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MARKETING

FINANCE

HR / LEGAL

STATE

FEDERAL

GOVERNMENT CONTRACTING

SBA

WEB

OPERATIONS

INTERNATIONAL TRADE


ACCOUNTING

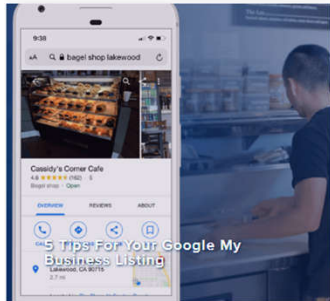
Templates & Tools

COVID-19 Response Guide

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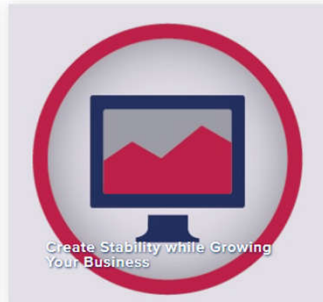
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LOCATION | Small Business Development Center at Long Beach City College
4900 E. Conant St., Bldg. 02, Long Beach, CA 90808
TEL | 1-866-568-SBDC • FAX 562.938.5030



TRIPLER TIRE ***& Auto Service***

TRIPLE T TIRE & AUTO SERVICE

Increasing Inspection Sales

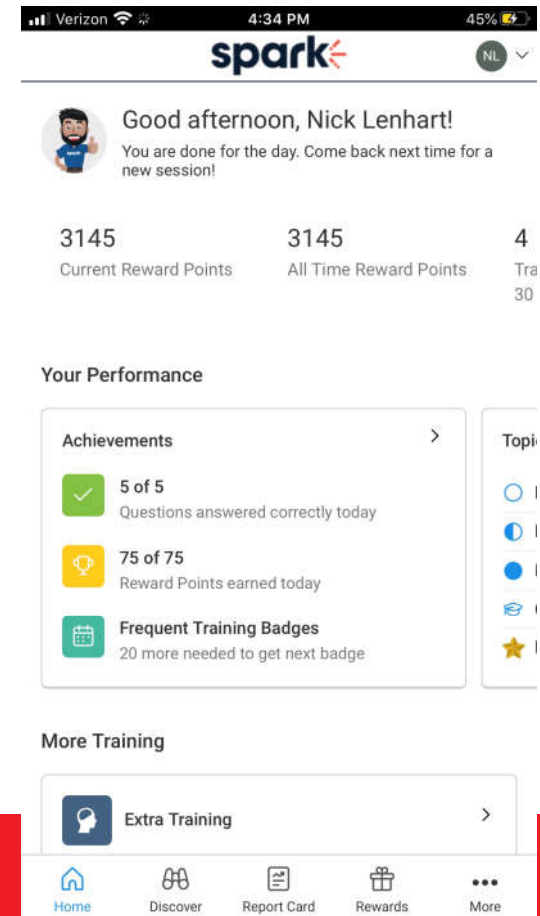
- Included a \$14.95 vehicle inspection in the Oil Change job
 - Requires counterperson to remove if customer does not want it
- Looking to raise awareness among counter people
- Have not added to any other jobs at this point
- Anticipate increase in paid inspections in general



LENHART'S SERVICE CENTER

Spark Training

- Use the Spark training platform thru Tire Pros
- Although initial set-up was a bit cumbersome, it was well worth it
- Employees have stepped up and completed several programs
- Creates competitive toward points and completions





MURRYSVILLE AUTO CLINIC

RAP2 Programming Tool

- Stand alone programming tool
- Pay \$125 to company and plug it in
 - No tied-up technician or super tech
 - No IT guy
 - Comes with a battery maintainer for programming
- Simply replace parts you need and schedule appointment to have them do it remotely
- Support many makes, models, and computers
- Used 4 times in month – awesome!!

<http://www.drewtech.com/RAP/index.html>



RAP²
REMOTE ASSIST PROGRAM

Fully Supporting These Brands with More Coming Soon!

- BMW
- Chrysler
- Ford
- GM
- Honda/Acura
- Hyundai
- Kia
- Mercedes-Benz
- Nissan
- Toyota/Lexus/Scion

ORDER NOW