



bodyshoprevolution.ai



## **Transformation and Integration Programme Information**

*Overview of our Transformation Programme to take your bodyshop to the highest performance level*



## Overview

### ***Auditing, Transformation and Application the TOC Collision Thinking Process***

*Below, we outline the key steps to transform your thinking so that together we can implement your standard operating procedures to meet the Bodyshop Revolution standard of performance.*

*Implementation is an extremely structured process, based upon our experience to change your team's perception and Thinking for you to achieve the greatest benefit from transitioning your business to a high-velocity, over-performing business.*

*Once you fully understand, through our many one-to-one, on-line mentoring, coaching and training, sessions, directly with Jon Parker, you will be in a unique position, with our full support, to create a very different environment to the one you have now.*

*Remember, we only take on a limited number of clients, so that we pin-point focus on your learning and thinking changes, therefore, if this is of interest, please contact us sooner, rather than later so as not to be disappointed.*

***Before going ahead, try and absorb this:***

**The most complex and important piece of equipment in your bodyshop is not your spray booth, frame-rack/jig, or ADAS calibration system – it's your Brain, it's your Mind, and it's the way you Think. It is also the most valuable.**

**Your thoughts and beliefs create Actions within your current System. If you're not getting optimum results, maybe it's time to supercharge your mind, which will, in-turn supercharge your System.**

***Here are your key steps to performance:***

## ***Part 1 – Your Free Introduction Call***

Comprises an interview to understand what your business requirements are, what you are looking for and whether *Bodyshop Revolution Thinking* is right for you. This is a **free of charge** 45-minute (or longer if necessary) on-line interview with your senior executives so that we build a viable case to go ahead (Zoom or Teams). If, after this discussion you wish to continue, we move to Part 2 - your Business Audit. There is absolutely no obligation at this point, or if we feel we cannot help, we will honestly tell you.

It is important to have the correct people on this call – we need decision makers and actual drivers of business improvement – this is not a “we’ll pass it up the chain” conversation, that’s just wasting everyone’s time. If you must pass it up the command chain, please do it prior to the meeting, we’re sure you’ll be well rewarded for it, because it’s critical that we talk directly with key decision makers with authority to make significant change.

## ***Part 2 - Your business Audit***

If we jointly believe that we should move forward, we will conduct your deep-dive Audit. In simple terms, we’ll have pre-meetings online, painstakingly go through the audit programme with you, so that you can spend a short while gathering the relevant information, so we can identify where your challenges really lie (we expect it will throw up a few surprises!).

This is a critical point of the process to enable us to tailor Part 3 (The Transformation Programme) to match the challenges we’re going to have to work on prior to installing your Bodyshop Revolution SOP model, based on your audit identifiers. Both these one-to-one calls and the Audit will be fully documented; we also include AI video transcripts of every Zoom meeting and share these with links back to the recorded video, so you and your team can share and review all salient points again if necessary. The audit information will be highly valuable within your business, as you’ll understand exactly what your challenges are in all key areas. Should you decide not to go beyond this and through to the Transformation Programme itself, you’ll have the Audit data to use as you wish.

The up-front fee for the audit for a single site is £2500 or \$3,300 USD, note that the background work to this takes us several days. Subsequent sites in a group are charged at 70% each of the primary cost.

### ***Part 3 – Your Transformation Programme***

This is the critical part. Prior to any changes in your business, we fully map out the structure that you will implement so that you will be able to integrate the Bodyshop Revolution Process. This is where the real work is done to set you up ready to fully fly. This is where we align your thinking with your Bodyshop Revolution outcome. The early part of this is about transformational thinking – you will learn and understand the root cause and theories of the ‘how’s and whys’ things happen in production workflow – and more.

We need to be **very clear**. It’s not possible to implement a Bodyshop Revolution Process until you have mastered the transformation programme:

Bodyshop Revolution, as your full Operating System will not be available to you to implement until you have completed the relevant modules of the programme. Why?

*Here’s the analogy:*

If you were to buy a shiny new helicopter, would you dare fly it without any training, or just reading a manual? – Of course not! You’d kill yourself in a few seconds. To fly a helicopter, you need to take 3 practical examinations, 8 theory tests and put in a lot of training. Then you have your ‘licence’ to fly – that’s just the beginning; you still need ongoing annual training to stay flying your machine – Bodyshop Revolution is the same. (I do know this - I’m a qualified rated helicopter pilot with over 1000 hours flying).

Bodyshop Revolution is a finely tuned machine and therefore needs to be ‘flown’ correctly. Like learning to fly there are both practical and theoretical milestones you and your senior team must achieve to operate it correctly and with precision. Failure to do so will waste your money, will result in a botched implementation, and your business will revert to old habits and poor performance – that’s a promise, we’ve seen it happen because everyone wants

‘quick wins’ and we weren’t strict enough in the early days, so had compromises.

Remember, we’re teaching you to **Think differently**. We are not the people that show you how to sand body filler or paint cars (you can do all that already) – we’ve designed it so that we teach you to think very differently from any other collision operators. Implementing it and keeping it on track will be easy – you’ll know exactly how to deal with issues as they arise because you have core underlying knowledge. Often this knowledge is not intuitive, therefore the typical mistakes most people make is to revert to old habits. We’ll teach you how to rectify any problem in your shop, based on TOC/Systems Thinking for your ultimate results. This is not complex, you don’t have to be a genius, and anyone, with coaching and mentoring can do it – but you and your senior team need an open mind. We expect you to challenge us – to throw odd scenarios at us, and demand answers to whatever ‘what-if’ question you have. It’s fully interactive.

On demand, we can outline many of the modules you’ll be completing with us in order to ‘fly’ Bodyshop Revolution (so you get a taste of what’s ahead for you). The frequency, order and precise modules you’ll learn will be identified from your initial audit and regular audits, tests and discussions periodically during the transformation programme.

Everything will be fully documented, online discussions will be recorded, then emailed back to you with AI notes, which link to the appropriate parts of the conversation we’ve been having on Zoom meetings. This enables you, your senior team and implementation staff to go over the information as much as is required to fully understand it.

We do not come to your bodyshop, we don’t need to waste valuable time. Scheduled Zoom meetings are the ideal way to transfer learning, and are the perfect environment, especially when we may be on different time zones in far-away countries. In addition, your AI video summaries cannot happen the same way face-to-face. These are vital components to continued learning.

There is no timescale to this part (3) – some bodyshops can achieve it in 4-5 months, in reality for full implementation expect around 6 months – why? – because at this point neither you nor I understand the starting point, therefore the amount of work we’re going to have to do. Nor do I know your commitment, or ability to absorb information.

We work to your speed and agree a schedule you and your team can cope with. This is ideally 2 calls per week of about 1+ hour endurance each – any more than that and you won't be able to absorb it all (remember a lot of learning reinforcement also happen while you are asleep). We also need time to recalibrate, report on and set-up the teaching between sessions.

Technically you can have as many of your team on any of the calls for the Transformation Programme. Our suggestion is that you keep it tight, and at a time that you can all attend – be it early mornings, later in the day, or times to suit you. We steer clear of month-ends until you have continuous production workflow and consistency within your business – then it's not a challenge for you.

We'll work together to bring in your additional team members as you progress to ensure the correct message is fed into your culture.

We will be brutally honest with you if we feel you're not giving it the attention it needs or are wasting our teams time. This sounds ruthless, it's not – trust me, we're going to have great fun doing it. It's important to enjoy the process, and we'll mix in humour, analogies with deep thinking, and as you become better, you'll quietly smile at those that don't have your knowledge or processes that you have acquired.

*You might want to check our website to find out more about our immersive transformation programme (Sovereign Series), which takes place at our HQ – Chateau de Cézérac in the south of France ([www.chateau-cezerac.com](http://www.chateau-cezerac.com)). This can be a great 'top-up' at any time during the Transformational Programme.*

### **You're not locked in:**

One final point – if you don't feel you are getting amazing value, or it's not for you, you can quit at any time or pause the programme. Stopping just requires 1 months' notice, and a pause reduces our monthly fee by 75% which retains your business on the programme, to immediately start again within 6 months.

## **Part 4 – Bodyshop Revolution Implementation**

This is the operating system itself – The full package. Here’s the interesting thing – you’ll hardly know it’s being installed, because so many of the things you now do will have become so natural, adopting the finer points of integration should be easy. If we’re really honest, Bodyshop Revolution is a process, conceived out of your new way of thinking. It’s an ‘operating system’ that has taken every aspect of repair and its surrounding community and created the ultimate way to repair vehicles – for bodyshops, insurers, customers and the supply-chain that supports all of us. Your version will inevitably slightly different to other collision shops, however your ‘Operating System Thinking’ will be identical.

It’s important to understand any compromises your business has had to make to the programme either to comply with legislation, insurer behaviour or your unwillingness to budge from traditional thinking, will mean a modification from the ‘perfect’ system. You’ll also need to consider whether you run our *BRaiD* software which can help underpin your processes, flow, KPIs, etc. Our *BRaiD* software is licenced separately from Bodyshop Revolution (stands for **B**odyshop **R**evolution **AI** **D**igitalisation).

The incredible thing is that you’ll instinctively know how to do it, and more importantly why. You now will have the ‘What, How and Why’ of an extraordinary business.

Integration takes time to settle down, but because you have mastery of the theory and the thinking process, it will be much easier. We will both agree when the time is right to integrate the **Bodyshop Revolution.ai** full operating process, and only then will the licence cost start.

### **Our Fees:**

Ok, the next question is always how much will it cost? Like the price of anything, it is based upon value. When you achieve a 30%+ throughput increase, significantly reduce internal costs and through your ‘weaponised’ USP, win significant amounts of work, then double, triple, quadruple your EBITDA margin, the cost is negligible – we need to ensure that you see us as huge value for money, at best, a cheap no-brainer. We do an ROI calculator from the Business Audit (Part 2).



Transformation Fees: Up to the point of Bodyshop Revolution implementation, the fee is £3500 / \$4500 USD per month, so significantly less than the cost of an employee, spread into easy monthly debits. You can pay 6 months in advance if you wish for a £3,000 / \$4,000 USD discount. Remember during this time, you'll already see a massive ROI from just some of the processes we implement within less than 90 days.

When we both agree Bodyshop Revolution goes 'live' our monthly licence programme kicks in. The licence cost is £1,750 / \$2,350 USD per month per site for Bodyshop Revolution, and your transformational programme fees are dropped. *BRaiD* Software is quoted separately, based upon user licence requirements.

**"An investment in knowledge pays the best interest." — Benjamin Franklin**



**To explore this further**

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