



## Business Focus Forums™

A vital part of the development process for any business should include the interaction and accountability, which can come from like businesses sharing ideas, solving problems, and holding each other accountable. These focus forums are designed to place their members in a position to grow and profit from the interactions of small group accountability.

Each forum meets for 1½ days (normally Friday/Saturday), 3 – 4 times per year based on the group's decision and includes businesses of like volume and development needs from different market areas. The forum size normally averages between ten to twelve businesses. The location of each forum rotates to members' market areas.

AEII acts as the forum facilitator and makes all arrangements for meeting space, refreshments, lunches, and agenda items. Each forum is managed with the highest quality of communication and services in the industry. Each event will provide the members with high level financial analysis, discussion topics, improvement goals and ideas, and special presentation topics.

The general outline for each event includes:

- Host Facility Tour and Group Analysis
- Benchmarking and Financial Analysis
- Forum Discussion and Future Accountability Goals
- Event's Special Topic Sessions

### Specifications:

Costs: Each Member is responsible for a yearly forum fee, equal division of event costs, and their own travel/lodging/dinner expenses.

Yearly Forum Fee: Four Meetings per Year \$2500.00. Three Meetings per Year \$2000.00.

Meals: Continental Breakfasts, Breaks, Lunches, and Evening Group Dinner.

Materials: Benchmarking Plus™ Analysis (Included) and The BOSS™ Yearly Subscription

Time: Arrive Wednesday/Thursday Evenings

Day 1: 8:30am – 5:00pm Group Dinner Follows

Day 2: 8:30am – 2:00pm

Third Day is normally Thursdays for special tours and programs.

### Registrations:

Registrations are screened and analyzed for forum placement. Each new Member will be screened by group through an application process.

Normal Minimum forum size: 8

Normal Maximum forum size: 15



### **Benchmarking Plus™ - Financial Analysis**

Running a collision business today requires timely accurate information and targets to shoot for.

**Benchmarking Plus™** brings this information to each business on consistent timely manner ! Making business owners more pro-active and financially stronger.

**The benefits of comparing organizations to others is tremendous ... Journeys don't have to be walked alone !**

AEII provides this service in a easy to understand format and completely discreet. Each report includes over 35 analysis areas, plus the personal key monthly target analysis provided in a easy to understand visual formats. Whether you are financial wizard or just a beginner the Benchmarking Plus™ Program supplies vital information in a way you can benefit.

Plus AEII provides additional information through Business Focus Forums and Programs as well.

### **Specifications**

- ◆ Everything is confidential ...
- ◆ You complete the supplied input form and return each month by the 10th \*
- ◆ Monthly Reports mailed or faxed each month on the 15th
- ◆ Quarterly Reports mailed by the 15th of the last month.
- ◆ Yearly Analysis mailed by the 15th of the last month.

\* Information received after the 10th is processed the following month

### **Cost of Service**

- ◆ \$70.00 per month invoiced
- ◆ \$60.00 per month billed to a credit card
- ◆ Yearly Pre-payment Option - \$595.00 per year
- ◆ Association receives a 10% rebate directly for their members which notifies AEII they are association members at the time of the registration. This is not passed to the member, but directly to the association only.

The above modified service offerings are included in the Business Focus Forum pricing at no additional costs.



### **The BOSs™ – The Business Operations System**

The Business Operations System™ (The BOSs™) is not only a web based virtual file cabinet for today's business operations, but also provides an industry event calendar, discussion forum, and resource locator. The BOSs™ is customized to our Industry specific terminology and needs. All checklists, procedures, and forms are fully editable \* and will retain all formatting, logos, and symbols for the quality output the user demands.

The BOSs™ has been developed using the latest development tools. These tools allow total interfacing with Microsoft Office™ and Adobe Acrobat Reader™ Products. This familiar Microsoft Internet Explorer™ interface lessens the learning curve for users and makes this product the most effective business solution for today's changing business needs.

The product's pricing is based on a yearly subscription basis. There is also a guided tour and trial period for new users and prospective purchases.

### **Specifications**

- ◆ Completely web based ... each subscriber has initially 5mb of storage space for their documents.
- ◆ Since web based it can be used on a network or at any location.
- ◆ Provides checklist, procedures, pay plans, and AEII "Best Demonstrated" Programs
- ◆ User must have Microsoft Office™, Word 97+, Excel 97+, Adobe Acrobat Reader 3.0+

\* Some Vendor supplied documents and AEII "Best Practices" Programs are not editable.

### **Cost of Subscription**

- ◆ Retail - \$795.00 per year
- ◆ Association Partnerships - \$595.00 per year
- ◆ Association receives a 10% rebate directly for their members which notifies AEII they are association members at the time of the registration. This is not passed to the member, but directly to the association only.

The above subscription costs including a 5 user license are included in the Business Focus Forum pricing at no additional cost.



## Facility Accreditation

For years the industry has been looking for the accreditation system that can distinguish the leaders from the rest of the pack as well as truly indicate a meaningful difference to the business, the staff, the customers, and the insurers. Internationally the ISO process is accepted as this system.

In the past however this process was very costly to the collision industry (\$40,000 - \$60,000). Many collision repair facilities internationally accomplished this standard even at these costs, and have benefited from the investment. Today the pricing has become very affordable through an organization called QASI, Quality Assurance Systems International. In fact it can be less than \$3000.00.

This has been accomplished through an independent self paced step-by-step product which leads the business through the accreditation, supplies documents, wall charts, and a guided system for under \$1300.00.

AEII works with QASI, Quality Assurance Systems International, to assist collision businesses become ISO9001:2000 registered and compliant. This international standard is the framework for process improvement and recognized worldwide as the true measure of the business commitment to standards and total quality management.

AEII provides a wide range of support from the initial implementation of the processes all the way to the yearly pre-audit. This pre-audit prepares the client for the required annual audit by a national independent third party auditing firm. AEII uses the QASI program format to assist each business through the process.

Since the QASI program is designed as an independent self paced step-by-step product, every client will have different needs as to assistance and/or support required. AEII is available to assist in anyway requested to ensure the facility meets the ISO requirements.

## Specifications

- ◆ Everything is confidential ... You choose what assistance you need
- ◆ QASI Process for ISO Certification is followed
- ◆ Internal Audit Training or performed as a service

## Cost of Service

- ◆ Based on QASI support model
- ◆ Task based – Client selects needs
- ◆ Reasonable Service Fees - Price list set by QASI

Special Pricing for Business Focus Forum Members provided.