

Date	Title
January 12th, 2021	It's the little things that count
January 19th 2021	Home Runs are Great - Don't Discount the Singles
January 26th 2021	Building Trust
Frubary 9th , 2021	Overcoming Objections
February 16 2021	Anatomy of a Million Dollar Shop
February 23rd 2021	Understanding Break Even
March 9th 2021	Getting to "YES"
March 16th 2021	Getting to "YES" Part 2
March 23rd 2021	Getting to "YES" Part 3
April 13th 2021	The Value of Add on Sales
April 20th 2021	Do You Know What You Don't Know
April 27th 2021	Discounting to Increase Sales
May 11th 2021	Mining for gold
May 18th 2021	Fill Your Schedule with Local Fleet
May 25th 2021	Fail to Plan - Plan to Fail
June 8th 2021	Winning at FSM
June 15th 2021	Capture More Sales With Pictures and Tools
June 22nd 2021	Growing Your Automotive Maintenance Business
July 6th 2021	Building Trust
July 13th 2021	Dealing With Upset Customers
July 20th 2021	The Value of an hour
August 3rd 2021	Increasing Labor Gross Profit
August 10th 2021	Profitable subletting
August 31st 2021	Markup or Margin - What's the difference?
September 14th 2021	Increasing parts gross profit
September 21st 2021	Parts to Labor Ratio
September 28th 2021	Technician Time Management
October 5th 2012	Seal the Deal
October 19th 2021	Optional Selling Strategies
October 26th 2021	Increase Traffic with Effective Phone Techniques
November 9th 2021	Features Benefits and Close Rates
November 16th 2021	Budgeting and Forecasting for Growth and Profitability
November 23rd 2021	Repair shop profit structure
December 7th 2021	Employee Compensation Trends
December 14th 2021	Grow your bottom line in 2022