

5 Steps to Grow Your Auto Shop's Revenue

Plus real results from
real shops



What Would Nearly 40% More Revenue in One Year Mean for Your Shop?

Yes, you read that number right! Shopmonkey has helped transform thousands of auto shops across the U.S. and Canada, and we averaged the revenue gains our customers see after a year of using Shopmonkey, and the results speak for themselves. **Shops that switch to Shopmonkey see nearly 40% more revenue within their first year!**

How did they do it? These shops understand that boosting their bottom line isn't solved by fixing only one area of their business. It's strategic, intentional changes that occur across their operations — from appointment creation all the way to payment and pickup.

When you streamline your entire shop operations with better organization, time-saving tools, and modern customer communications, your bottom line will see the difference.

Whoa, did we just say “entire shop operations”? Yep! Are you thinking you don't have time to do that? Don't stop scrolling – read on.



Here's How You Can Grow Your Business with Shopmonkey

STEP 1

It Starts with Using a Single Solution to Manage Your Shop

Many shops waste hours of valuable time struggling to cobble together multiple systems to run their business. When you say goodbye to double entry, outdated paper and wasted time, you set yourself up for success—servicing more customers better and faster from start to finish.

Shopmonkey helps you manage your entire operations using one software solution—while simultaneously **organizing, streamlining, and modernizing your shop.**

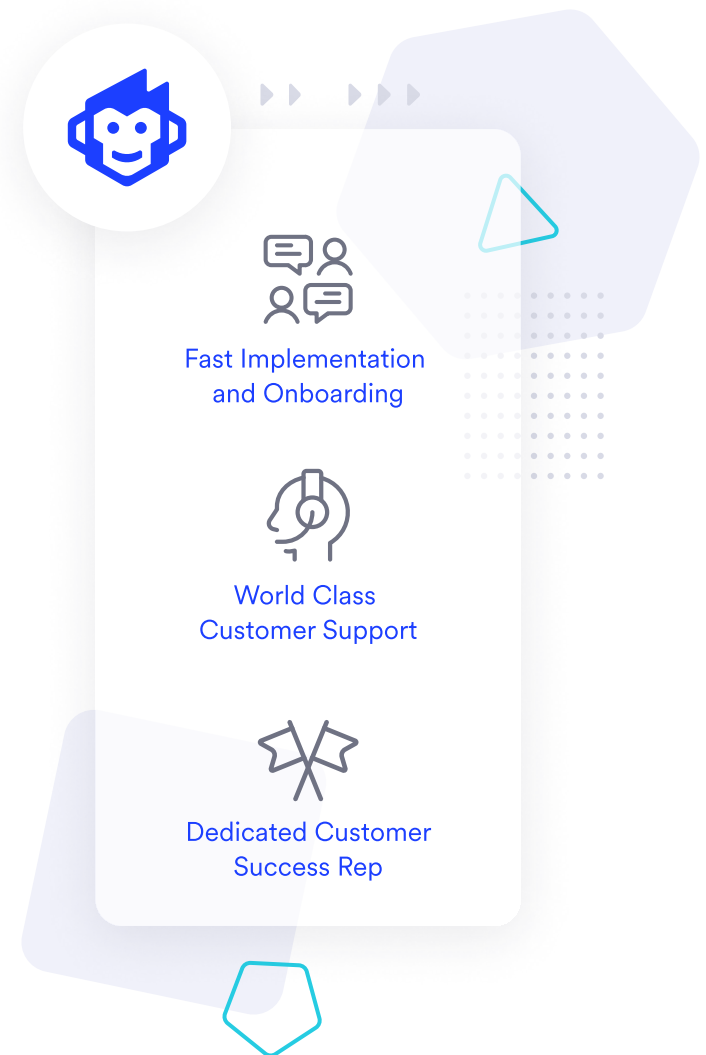


The Elephant in the Room: The Time Required to Implement a New Shop Management System

On the surface, time spent adopting a new software can look like time taken away from keeping your business running. Plus, change can be overwhelming and intimidating.

Shopmonkey recognizes these concerns. We know that the time spent is worth it in the end—that's how shops get to 40% revenue growth. We want you to get there too, so we will be by your side every step of the way to provide you with a speedy, **high-touch implementation and onboarding** experience that will get you on the road to saving time while increasing revenue.

And the partnership doesn't end after you've onboarded to Shopmonkey. We want to see you thrive today and as your business scales into the future, which is why our **Customer Support** and **Customer Success** teams are always here to help.



Real Shops. Real Results.

It's More Than a Shop Software Solution, It's a Partnership

“With every interaction that we have with Shopmonkey, I can tell that they are rooting for me! And as a small business owner, we need all the help we can get. I really appreciate that Shopmonkey seems to have faith in us, and they really want us to succeed.”

Bez Stone | Co-owner, Leivity Vans



STEP 2

Get Your Shop Organized

Disorganization doesn't look good on anyone – this includes your shop. We're not talking about just having a tidy shop floor and organized desk, we are talking about getting all of your operations and processes in order. At the end of the day, a happy team, happy customers, and a thriving business depend on intentional organization of your operations.

Here are some of the real ways Shopmonkey helps folks to organize their entire operations:

No more lost work orders

New work orders are automatically added to your workflow tracking page, and each tech knows exactly what jobs are assigned to them.

The whole team is on the same page

Custom status columns, labels, and notes quickly inform any employee where a job is at.

Complete customer data & vehicle service history

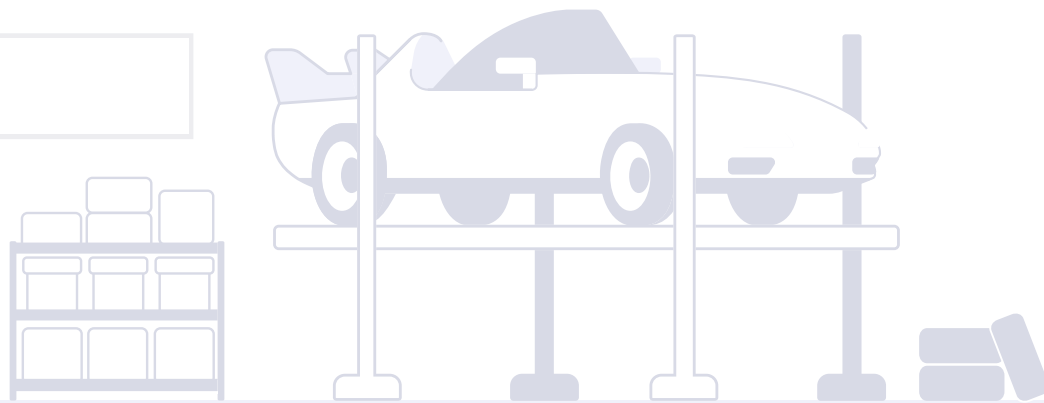
Universal search helps you quickly pull up any customer to see a detailed service history and more.

Real-time inventory tracking

Always know your stock status with automatic inventory updates when you add parts to estimates.

Automations that lend a hand in organization

Set up process triggers in your job tracking workflow page to automatically convert work orders to invoices, archive completed jobs, and view up-to-date updated job completion percentages.



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50% Less Time Spent Running the Shop

"Organizing and managing my workflow and processes in Shopmonkey saves more than half the hassle. I can say it significantly cuts down the time needed for day-to-day tasks."

Gurjap Sekhon

Owner and Lead Technician, Euro Garage

No Money Left on the Table Due to Excess Inventory

"Utilizing Shopmonkey's native inventory and just-in-time parts ordering instantly raised our profits by trimming all untracked inventory hiding in corners of the shop."

Andrew Lang

Owner, Lang Racing Development



STEP 3

Save Time with the Right Tools and Automations

Putting the right tools in your techs' and service writers' hands helps you serve more customers better and faster, while scaling your business as you grow.

Here are some of the real ways shops are streamlining their processes and saving hours of time each week:

Professional estimates in no time

Use pre-built jobs and pricing for quick estimate creation, easily access parts and labor lookups, and add previously-deferred services in just a couple of clicks.

Fast vehicle check-in

Automatically import vehicle data using our mobile app's license plate and VIN scanning technology, or look up by year, make, or model.

Thorough digital vehicle inspections

Streamline inspections with customizable templates and easily add photos, videos, and notes.

Easy parts and tire ordering

Quickly search, order and track parts right from any work order with direct integration from vendors such as WORLDPAAC, Epicor, PartsTech, Nexpart, and ATD.

Built-in diagrams and procedures

Open vehicle diagrams, specs, wiring, and procedures directly from any work order right from our web app or iOS app.

Less time attending to the books

Eliminate manual errors and hours attending to the books by automatically sending payment information to your QuickBooks account.

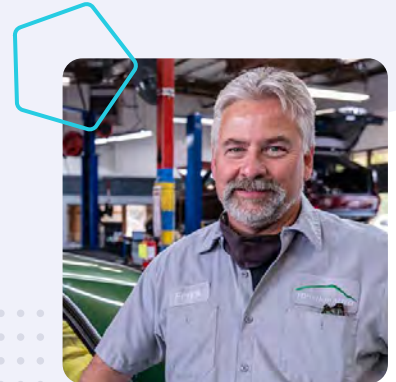


Real Shops. Real Results.

Shop Operations Sped Up by 25%

“Everything that we were doing before has been sped up by Shopmonkey: All of our parts ordering, all of our approvals, all of our mechanics knowing what to do next. Everything has been sped up by a good 25%.”

Frank Powell | Co-Owner, Top Shop Auto



STEP 4

Modernize Your Business to Impress and Retain Customers

Modernizing the way customers experience your shop is a critical component to repeat business and glowing reviews. When it comes to wowing your customers with the best experience possible, you're not just competing with the shop down the street – you're competing with all of the digital experiences in the world that shape your customers' expectations.

Here are some of the real ways shops are impressing customers with the thoroughly modern experience Shopmonkey provides:

Fast messaging

Quickly connect with customers right within Shopmonkey using built-in two-way text and email.

Fewer phone calls with digital estimate authorization

Start work faster and stop playing phone tag using virtual estimate approvals that customers can approve from anywhere.

Easy online payments

Streamline pickups and get paid faster by encouraging customers to pay online.

Full bays and reduced no-shows

Send automated appointment reminders via text or email and get notified right away when customers confirm or cancel appointments.

Transparency through photos, videos & notes

Build trust with customers by attaching notes, photos and videos to estimates – easily backing up and explaining recommended services while protecting your business with complete audit trails.

Quick response rate to customer messages

Get notified instantly when a customer sends a message, then use your custom message templates for a super-fast response rate that's sure to please.



Real Shops. Real Results.

Decrease No-Shows and Increase Upsell Approvals

“Our no-shows have been slashed by 90% with the automated appointment reminders. We’ve also boosted the rate at which customers approve upsell recommendations by 75% since they can just glance at their phone and instantly approve.”

Wills Amstutz | Co-Owner, Windows and Wheels



25%



STEP 5

Let the Numbers Speak for Themselves

Gain greater visibility into all aspects of your business to help you make data-based decisions by consistently analyzing reports for key performance areas.

Reports to keep a pulse on your performance, stay on top of operations, and boost your profitability:

End Of Day Report

All Payments Report

All Invoices Report

Sales Summary & Cost Trend Reports

Service Profitability

Customer Referral Summary

Vendor Purchasing Summary

Customer Aging

Commission Summary





See Shopmonkey in Action

Experience the power of software built for the auto industry, backed by a team of experts who truly want your shop to thrive. Schedule a complimentary demo to discover how our all-in-one management system can help your business grow.

[Schedule my demo](#)