

# Building a More Profitable Business

March 15-16, 2019

Best Western Green Bay Inn  
780 Armed Forces Dr, Green Bay, WI  
(920) 499-3161

## Schedule of Events

### Friday, March 15<sup>th</sup>

12:30pm Registration  
1:00pm - 3:30pm **Building a Profitable Business**  
1:00pm - 3:30pm **Make 'n Take**  
3:45pm - 4:15pm **I-CAR Update**  
4:15pm - 5:00pm Membership Meeting  
5:30pm - 9:30pm **Reception at *The Automobile Gallery***

### Saturday, March 16<sup>th</sup>

7:30am Registration  
8:00am - 12 noon **Hands-on Scanning\***  
9:00am - 10:00am **Yoga & Meditation**  
10:00am - 12 noon **Exercise, Eating Right & Essential Oils; Why they're important**

\* Hands-On Scanning will be held at Williams Auto Body (825 Mike McCarthy Way, Green Bay)

## Programs

### **Building a Profitable Business**

by Bill Kinnard, President of Grandy & Associates

Understanding the difference between Accounting and Cash Flow and why your P&L will lie to you every day. What needs to go into your hourly rate. Workforce shortage, the millennial generation and bridging the communication gap. The two things you need if you ever want to get out of business. Kinnard will address all of this and more in his presentation.

Kinnard joined Grandy & Associates in 2005. With more than 30 years experience in the trades industry, he has conducted decades of business, financial, technical, and customer service training. Kinnard has a real passion for teaching business owners to better understand their businesses.



### **I-CAR Update**

by Nick Notte, Senior Vice President

Confused or unsure about I-CAR's newly developed programs, changes in Gold Class, and the new pricing structure? You'll want to attend this seminar. Notte will talk about the exciting changes in I-CAR, the new gold class and new programs and pricing.

### **Friday Reception at The Automobile Gallery**

Style, History, and America's love affair with the automobile come to life at The Automobile Gallery. More than 60 vehicles of distinction are on display, each with its own story to help guests understand and appreciate the impact of the automobile culture. Hors d'oeuvres and cash bar will be available.

### **Hands-On Pre-and Post Repair Scanning**

by Ken Kempfer

In this hands-on class participants will team up to perform a pre-repair scan, make a determination what is causing the concern and the code, look up repair information, discuss what repairs are needed and whether or not those repairs should be done in the collision shop or to sublet. **No repairs will actually be performed. Advance registration required.**



Kempfer is a communicator, an educator, I-CAR instructor, former radio host and technician. Kempfer has a passion for this industry, you can hear it - you can feel it.

## Spouse's Programs

by Laura Lee Lotto

### **Make 'n Take** (Friday 1-3:30 pm)

Learning how to incorporate health into your everyday life can seem overwhelming, however, it can actually quite fun! This 2 plus hour Make 'n Take program will have you active and involved making your own healthy, custom, oil infused products. Join us for lotion, spritzer, and lip balm making! You won't want to miss this!

### **Yoga & Meditation** (Saturday 9-10 am)

Mindfulness practices are extremely important to our ability to retain information, keep memory sharp, manage stress and allow our body to heal. This active class will teach you the how's and why's of yoga and meditation practices. Dress comfortably and bring a yoga mat if you have one (there will be extras if needed).

### **Exercise, Eating Right & Essential Oils: Why they're important to a healthy lifestyle** (Saturday 10am-noon)

Focusing on making an easy transition into clean eating, moving the body more, and incorporating essential oils into your lifestyle, this seminar is sure to help you learn some amazing tips and tricks to get your life on the path you are searching for. Keeping it fun and simple, Lotto will have you laughing, learning and moving!