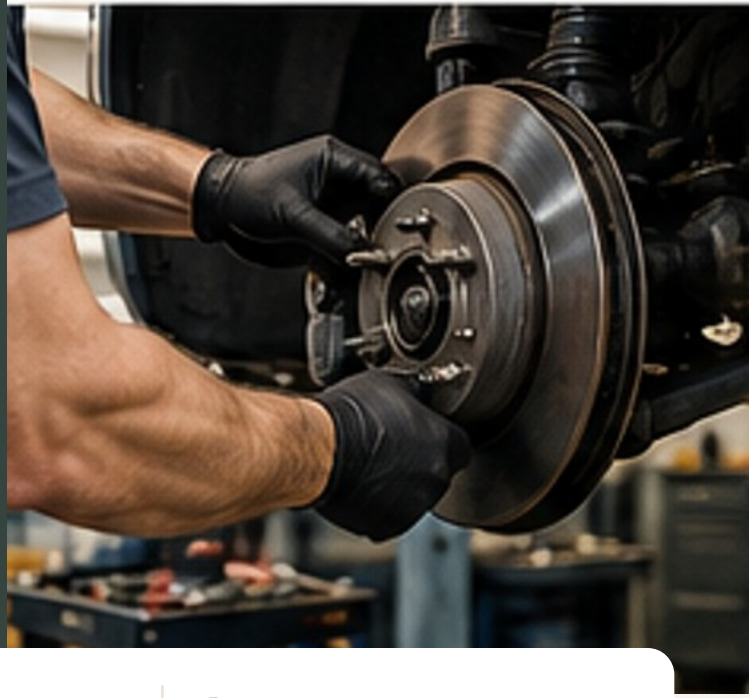
COWGIRL VENTURES

VALUE ENHANCEMENT · IN PROGRESS

Independent Auto Repair Business

Building earnings and buyer readiness before taking the business to market.



1-year	$150/hr	In progress
value-building plan	updated labor rate	not yet for sale

THE BUSINESS

An established Sacramento-region brake and auto repair shop serving loyal retail and fleet customers but had earnings below the level needed to support the owner’s desired sale price.

THE CHALLENGE

Labor pricing lagged the market, the shop operated only about 16 hours weekly, and discount advertising attracted price-sensitive rather than higher-value customers.

MY ROLE

I recommended market-based labor rates, longer operating hours, improved local search and referrals, tighter cost controls, clearer financial reporting, and a buyer-ready lease.

PROGRESS TO DATE

The owner has raised labor rates to $150 per hour, launched a new website, and increased customer reviews. The improvement plan continues; no sale outcome yet.

THE TAKEAWAY

Sometimes the best exit advice is to improve sustainable earnings and business readiness before listing.

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Illustrative imagery • Business details presented anonymously