

Getting BrakeSaver Launched in your Shop

There are two components to becoming a successful BrakeSaver Service Center...

1. Training your techs to perform the service.
2. Training your service writers to sell the service.

TRAINING TECHS to PERFORM the BRAKESAVER SERVICE

1. Insist that all technicians become certified Pro-Cut Master Techs. This begins with an on-line course and exam that can be found at <http://www.procutusa.com/learning/default.aspx>. Once a tech has passed the on-line exam they can earn Master Tech status with either on-site training or by attending one of Pro-Cut's TrainSmart sessions at an accredited facility in your area.
2. Add .2 hours of labor to the standard rotor service time allowance for a BrakeSaver service. This will insure that technicians adopt the new technology. Once techs realize that the Pro-Cut machine is actually faster than other methods of brake repair.

TRAINING DESK STAFF to SELL the BRAKESAVER SERVICE

1. Set a price and add a unique BrakeSaver Labor Op code to your point of sale system. This allows tracking (and management) of BrakeSaver sales. A small incentive to your Service Writers in the first 3 months of operation can help jump-start this effort. Have Service Writers take the on-line training segment with video and quiz found on our website.
2. Post BrakeSaver promotional material in your shop. Rotor models should be placed within easy view and reach of customers and Service Writers.
3. Require that your Service Writers offer the BrakeSaver upgrade to customers seeking brake service.
4. Make sure your listing on the Pro-Cut look-up site acknowledges your shop as a certified BrakeSaver service center. If not, contact Heather at Pro-Cut 1-800-543-6618 ext137 to have added.

ELEMENTS of the BRAKESAVER PACKAGE

1. DOOR DECAL
2. POSTER
3. ROTOR DEMONSTRATION MODEL
4. WINDSHIELD SERVICE STICKER

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Rotor Matching Service

WHEREAS Pro-Cut International, a New Hampshire based company, believes that their on-car brake lathe and BrakeSaver program will deliver a superior return on investment to a service center, and;

WHEREAS, a service center cannot be assured that the return on the BrakeSaver program will meet their expectations until the system has been installed in their shop and used it for an extended period of time.

Now, THEREFORE, does Pro-Cut International hereby agree to the following terms and conditions:

- Pro-Cut International agrees to install and train the Pro-Cut lathe and BrakeSaver program to the complete satisfaction of the service center.
- Pro-Cut International further agrees that if, for any reason, the service center determines that the BrakeSaver program or the Pro-Cut on-car lathe is deficient in any way, at any time up to 90 days after the delivery of the lathe, they may return the lathe and receive a full refund within 30 days.

90 DAY
Guarantee
OR YOUR
MONEY BACK

Pro-Cut International
