

# EXPOSED.

## Auto Repair Shop Owner Speaks Out and Exposes the Raw Truth About “Management Consultant”, Chubby Frederick



**Steve Craven**

This guy, Chubby Frederick, promises all sorts of things to us auto repair shop owners – management strategies for our shops that he “promises” really pay off. Strategies to increase car count by 33%. Ways to increase the average repair order. How to combat the low cost competition and so on. Every time I read one of his ads, I thought, “Who could be dumb enough to fall for this guy’s rap?” Now, I’m going to tell you the raw truth about this guy and his ‘management secrets.’

My name is Steve Craven, I live in Northern Virginia with my wife and five children. I went to college in Pennsylvania and became a guitar teacher – rock star ‘wannabe’ for two years. I went to work in the family business in 1978 and my father died in 1980. I had no training for the business, the estate was in disarray, no one was in charge and there were many issues. By the grace of God, we somehow expanded to 8 locations.

Even though I had 8 stores, I didn’t really know what I was doing. I knew Chubby for over 20 years but not as a consultant. I needed to increase profits and reduce stress but couldn’t seem to change anything. I registered my 5 managers, CFO and myself thinking it might be a good idea to be a little more open minded about new and different ideas. But, I still had every intention of sitting through it all day and asking for a refund. After all, with 20 years in this business, what the heck could this “Chubby” guy teach me?

What we discovered at Chubby’s seminar actually scared me – most of it was so different from what we had ever

seen, heard, been taught, or believed. As we listened to Chubby’s information, we saw a whole different way to develop a high income business rather than just chase a job here, a job there. We saw integrity, service, smart targeted marketing, and freedom from cheapest price, roll around in the mud, bait-n-switch ugliness. Best of all, we learned actual systems to re-engineer our business. I even looked in the mirror and saw Steve Craven differently. So, skeptical and grateful at the same time, we left the seminar with a workbook full of ideas.

The next day I began to implement six different Chubby Frederick strategies. Over the next couple of weeks, as we got them up and running, they all surpassed our greatest expectations. Let me give you an idea of what I am talking about.

Our first full year of implementing Chubby’s strategies was 2003. That year our annual profits went from \$250,000 to over \$800,000 and are on target to hit \$1,500,000 in net profit this year. There are more benefits for employees, I doubled the 401K, morale is up and I have more free time to give to my family and charities. I am picking up a new Saratoga airplane and thanks to Chubby, I just purchased my wife’s dream home and we get to visit our beach house in Nags Head, NC much more frequently.

How, you ask, could such a thing happen? The answer, simply, is learning how real proven and effective management systems work, from the “master”, Chubby Frederick. In spite of everything you hear about car counts being lower, my business is booming. One of Chubby’s strategies alone delivers four to seven new customers every week ...over \$1,300 per shop every week just from new customers (and it cost just a few bucks) - thanks to Chubby’s systems, inspiration and encouragement.

What is important is that I can get as many new customers as I want, get plenty of referrals, am unaffected by competition and have ‘real’ systems in place to realize at least a big 20% plus bottom line profit on every job. I knew this man had it figured out when he taught me his 39 Key Performance Indicators. He is brilliant. None of us had been to school to learn the business, we simply learned from

others and hoped they knew what they were talking about. So here’s the raw truth about this Chubby Frederick guy: Unlike most of those ‘pretend’ experts, he is a bona fide management consultant and money-making genius, who can do anything from tweaking to transforming your business, so you not only make a lot of money, but you can make it a lot easier and more enjoyably than you can imagine. And, in my opinion, you’re a fool to ignore him.

Just like me, you’ve seen his ads month after month. If you haven’t responded, I don’t know why. Maybe you think you’re too smart and know it all like I did...but if you’re so smart, why aren’t you rich and happy? Maybe you are doing well already –but you could do better (some of Chubby’s most ardent students make over a million dollars a year). Maybe you just don’t want to be sold something that’ll be a waste of your hard-earned money. About that you can relax, Chubby guarantees his stuff.

I’ve got over \$800,000 reasons why you ought to investigate what Chubby has to offer. What reasons do you have NOT to check Chubby’s seminar out? Decide for yourself whether or not you want to attend Chubby’s next seminar coming to your area. It’s that simple.

By the way, I wasn’t paid even a penny or given anything to write this about Chubby. I am a repair shop owner just like you. I did this just as a way of saying thanks to Chubby for everything he’s done for me. And I am not the only person who feels this way. He has helped over 10,000+ other auto repair shop owners. Most, like me, are now making more money, with less hassle than ever before. More business then we can handle flows in every day... profitably. All we can say is, “don’t envy us. Join us”.

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P.S. Please don’t get my number and call me. The last thing I need is a zillion phone calls asking me about Chubby. I’ve said what I have to say right here. What else could you possibly need to know? To learn more **Call Corrie, toll free, at 1 (888) 471-5800 ext.18**. You owe it to your business.