



From Turning Wrenches to Transforming the Industry

Sunil Patel

Tekmetric

Why are we
here today?



A little background on
me...



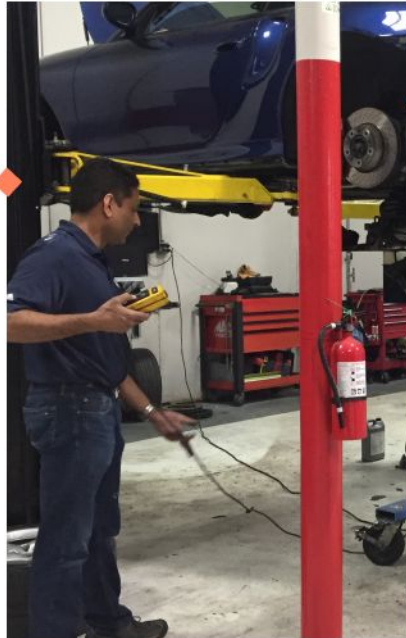


2006

Physician

2008

Opened Repair Facility



2009-2020

Police Officer



2017-Present

Tekmetric



In your **shop**



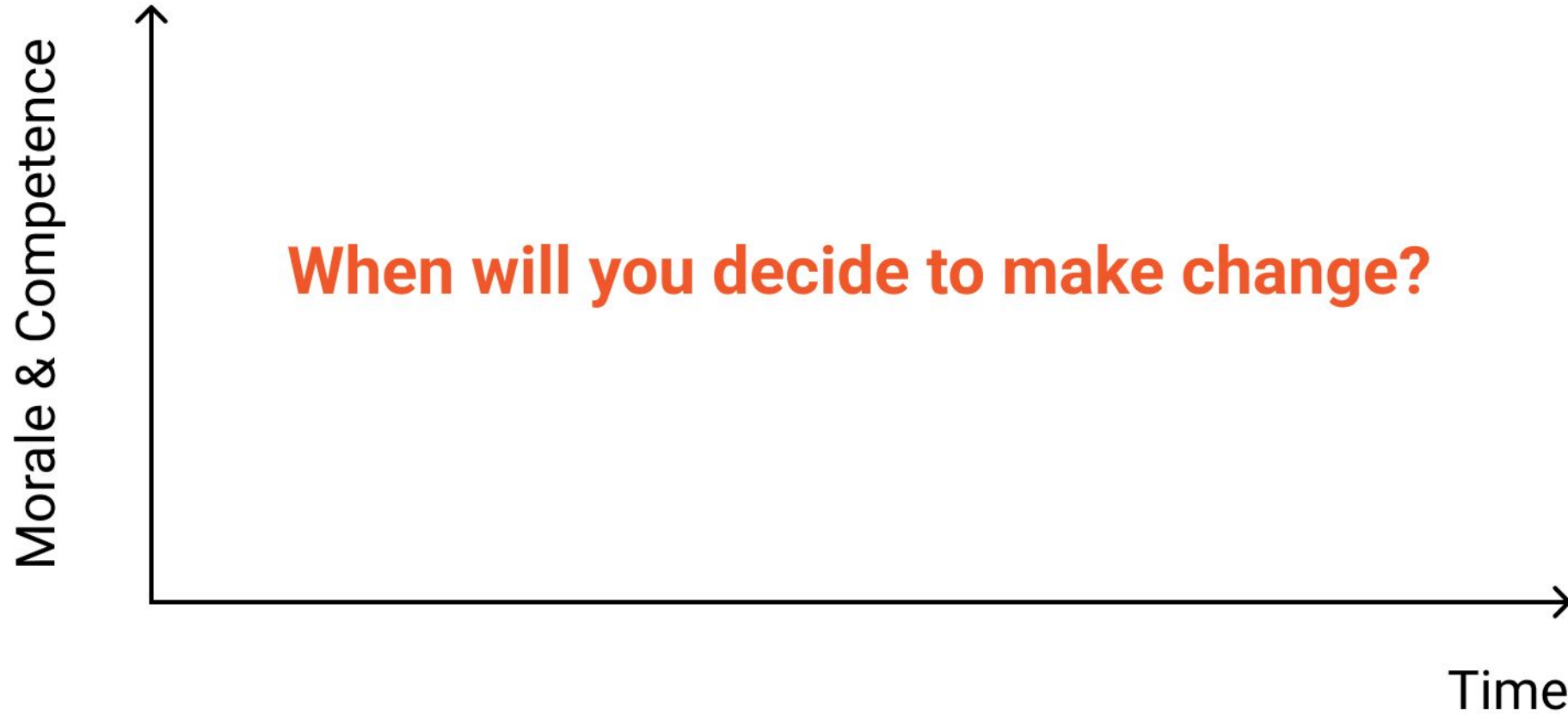
In your **brain**



Let's pick on a shop...



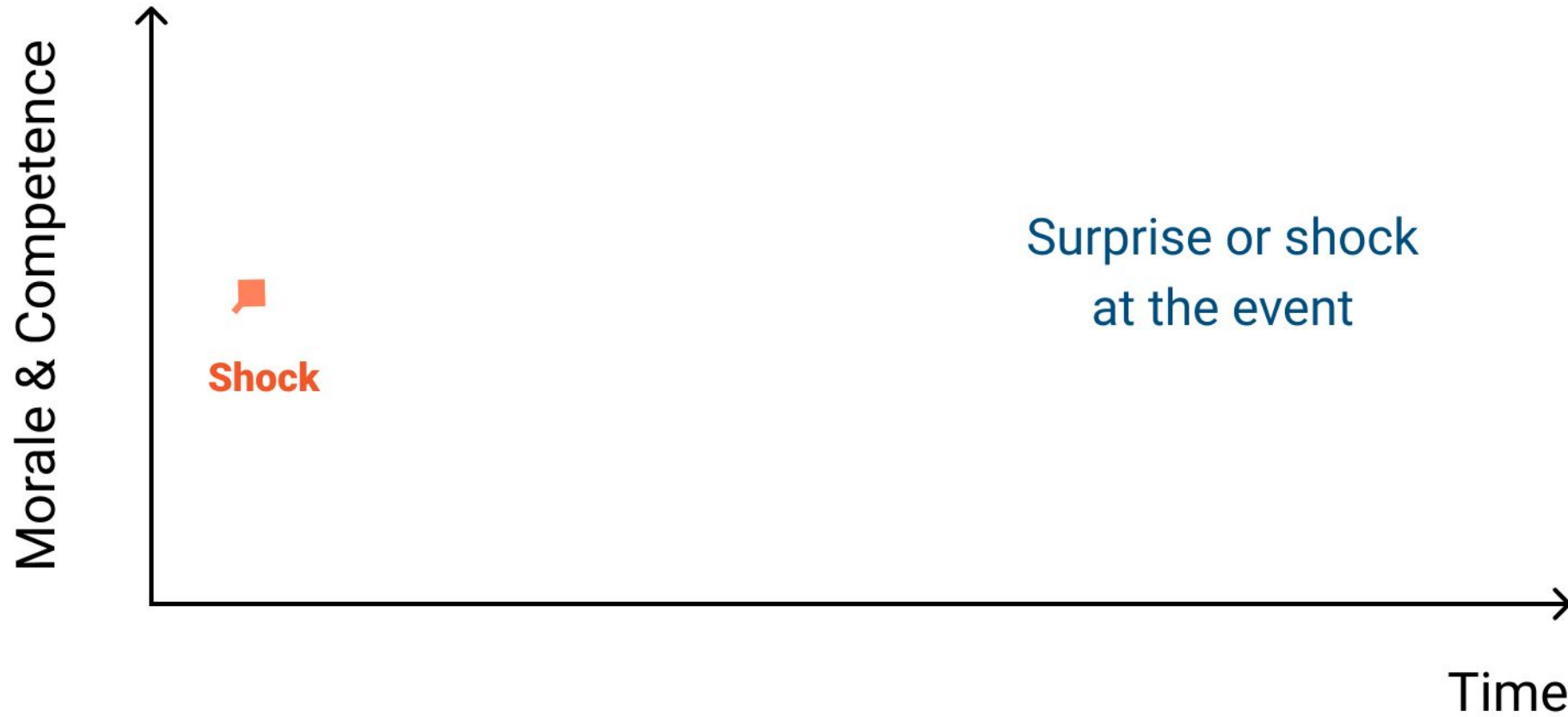
Individual Change Process



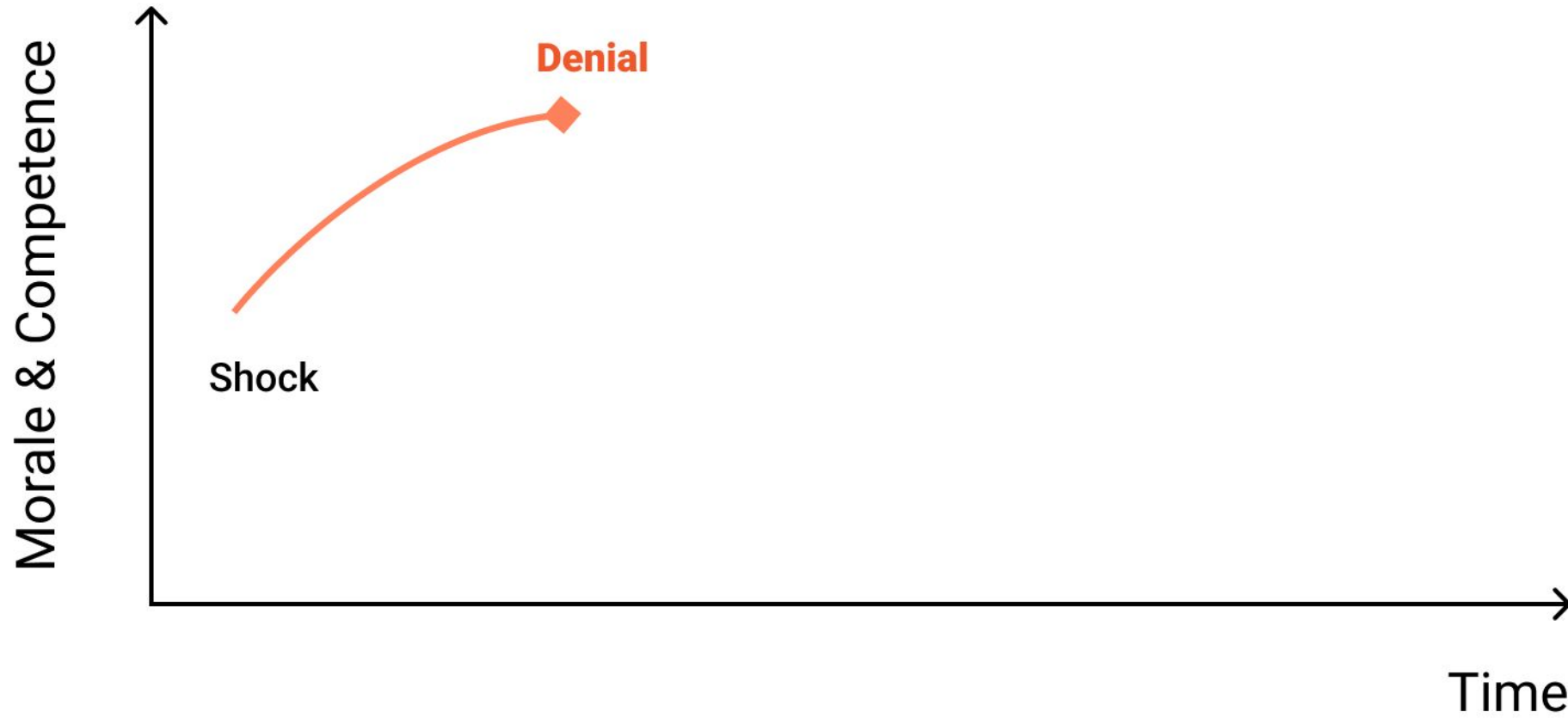
Individual Change Process



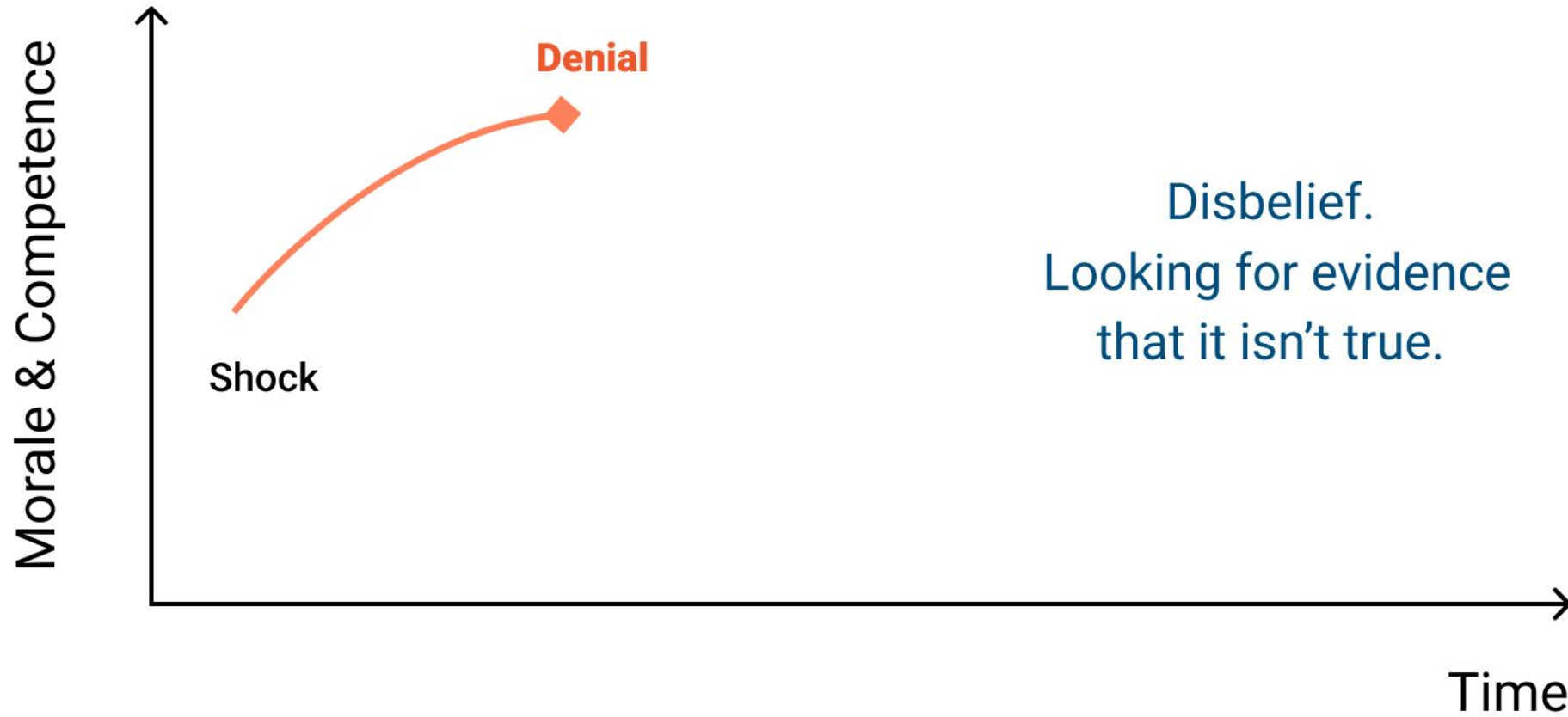
Individual Change Process



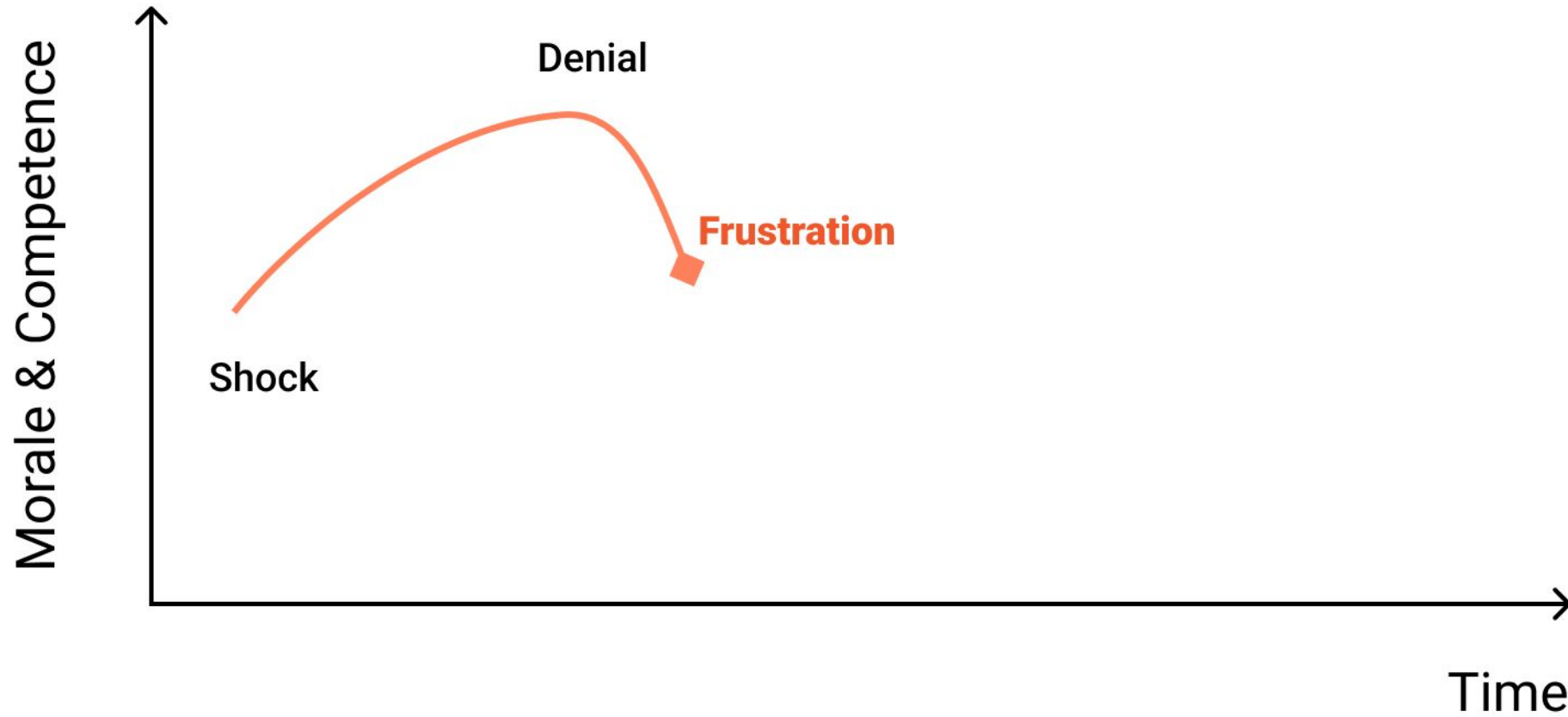
Individual Change Process



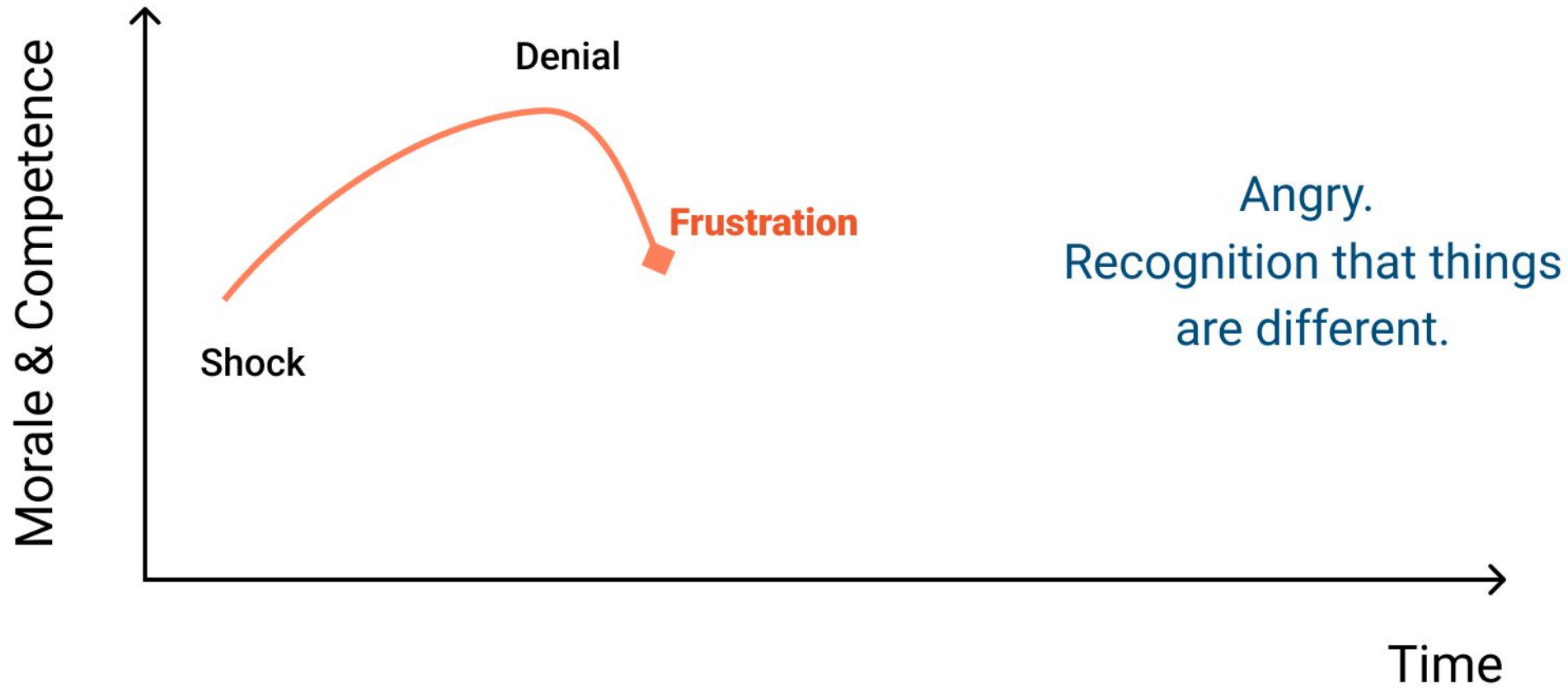
Individual Change Process



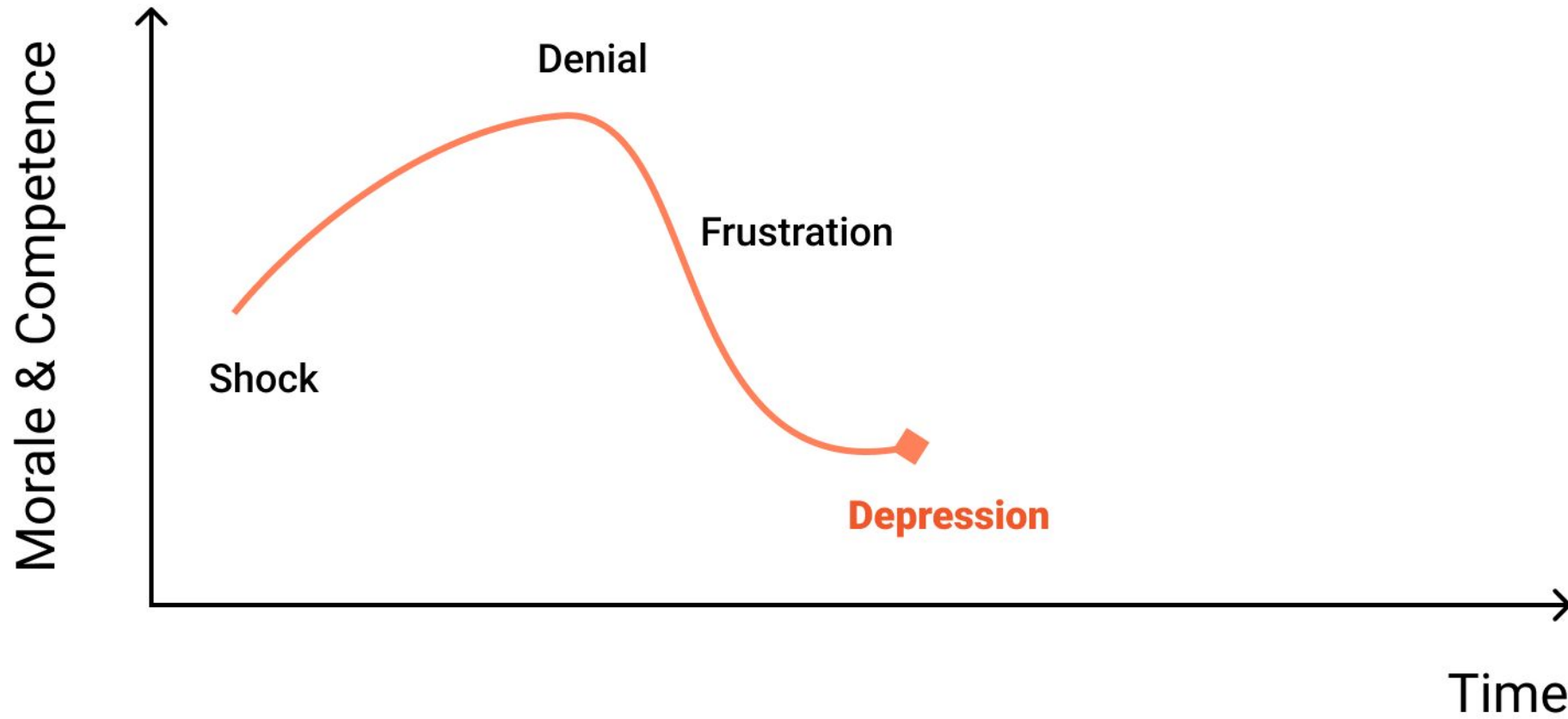
Individual Change Process



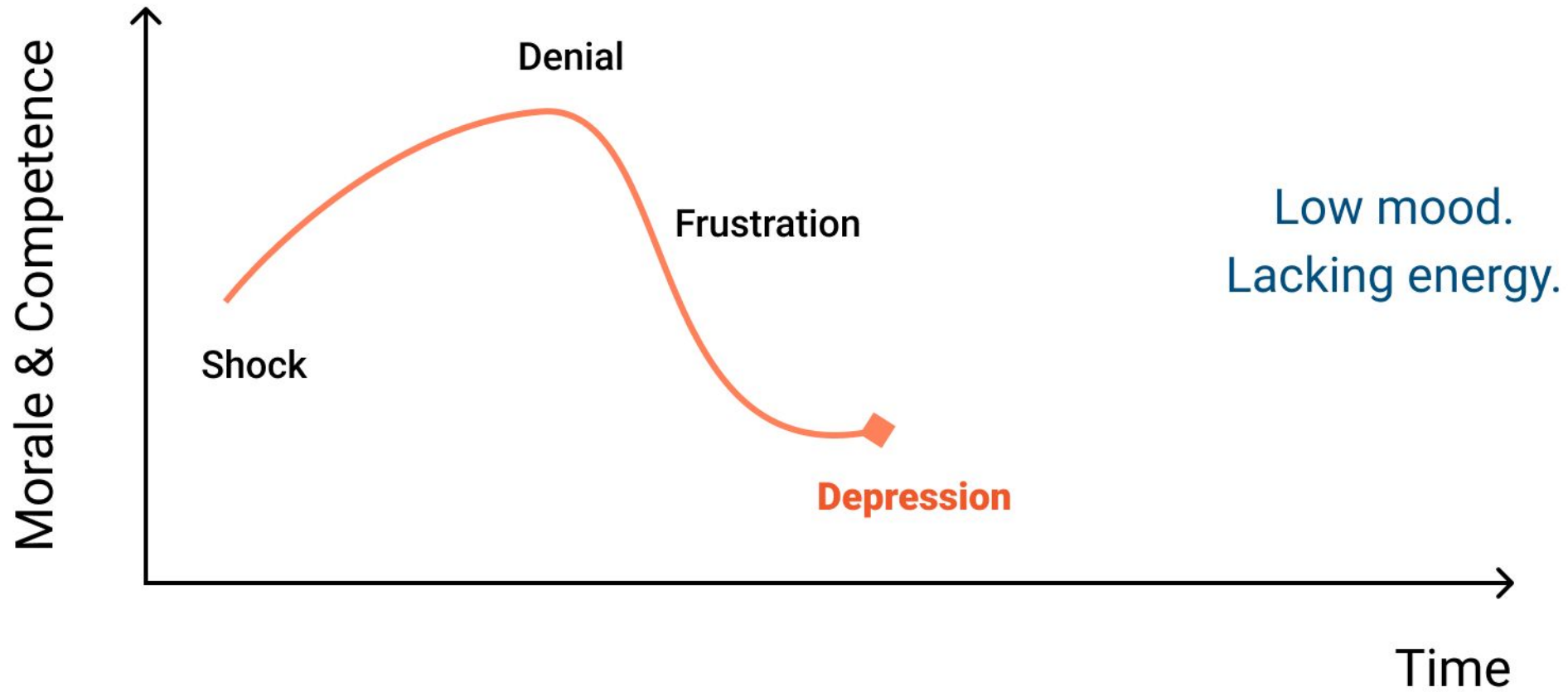
Individual Change Process



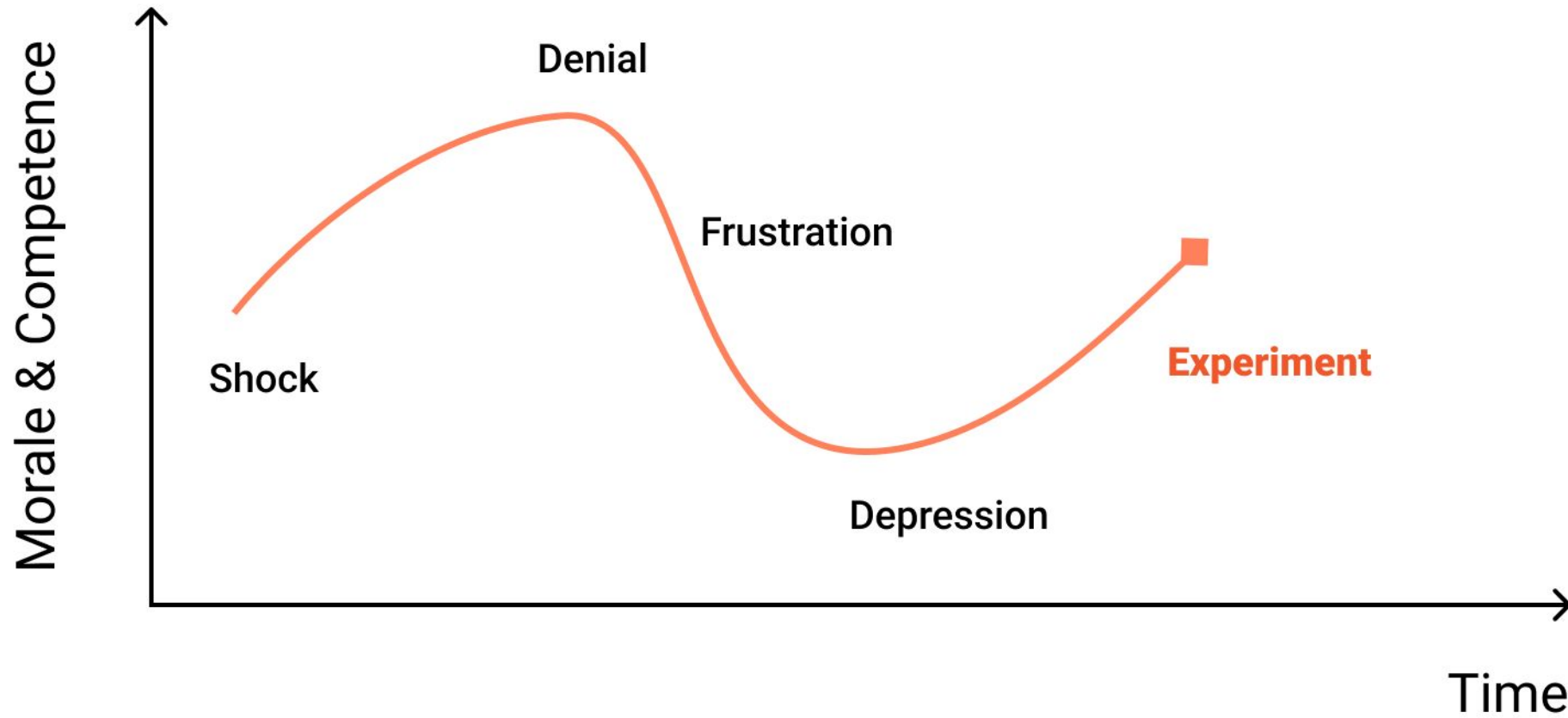
Individual Change Process



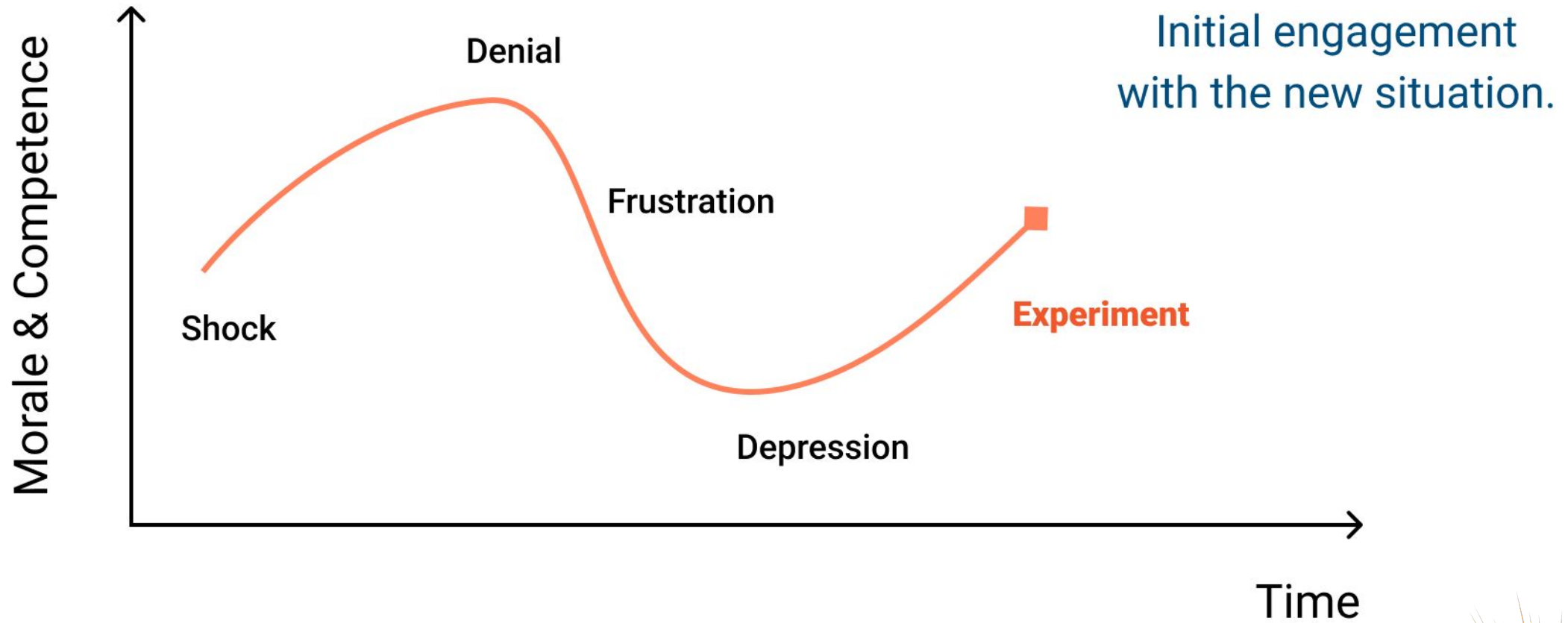
Individual Change Process



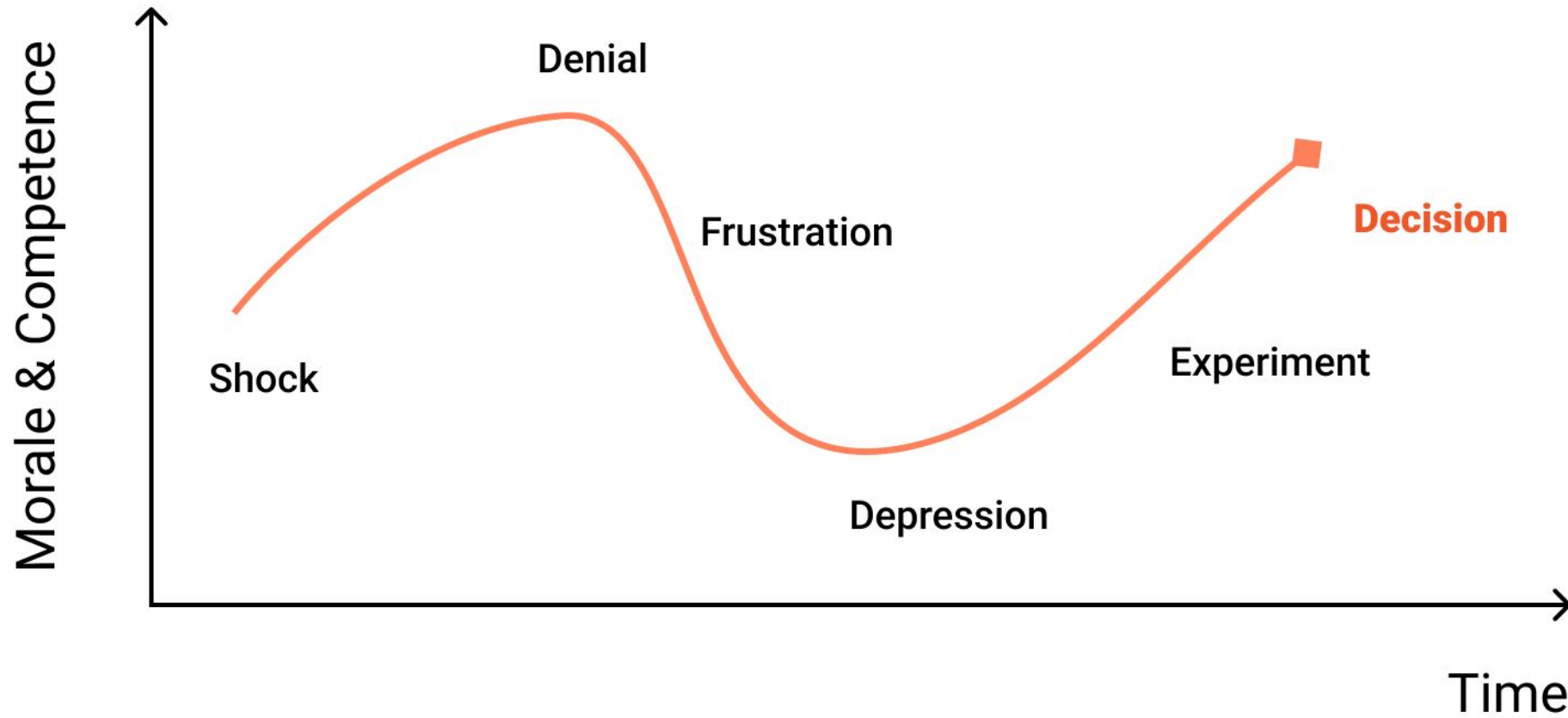
Individual Change Process



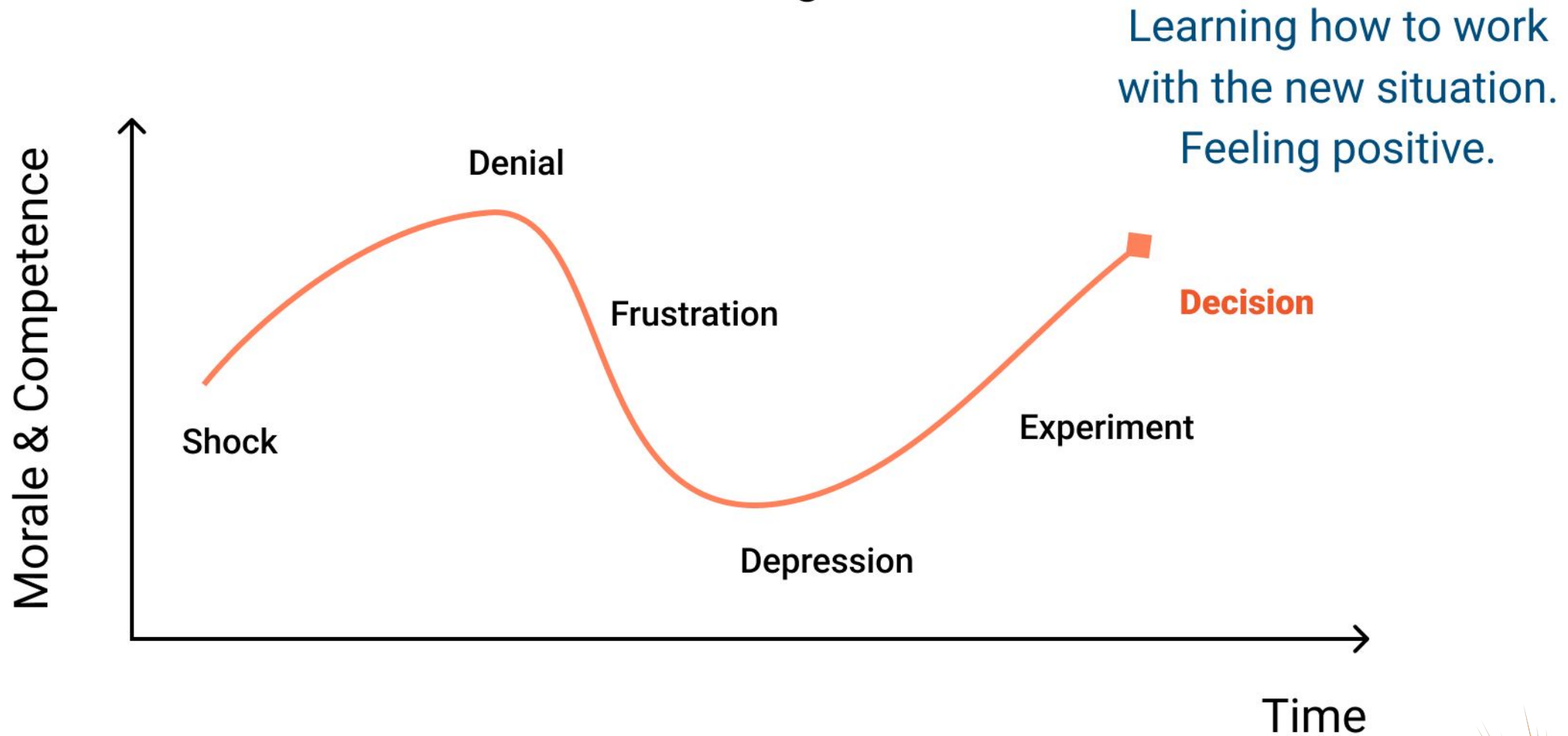
Individual Change Process



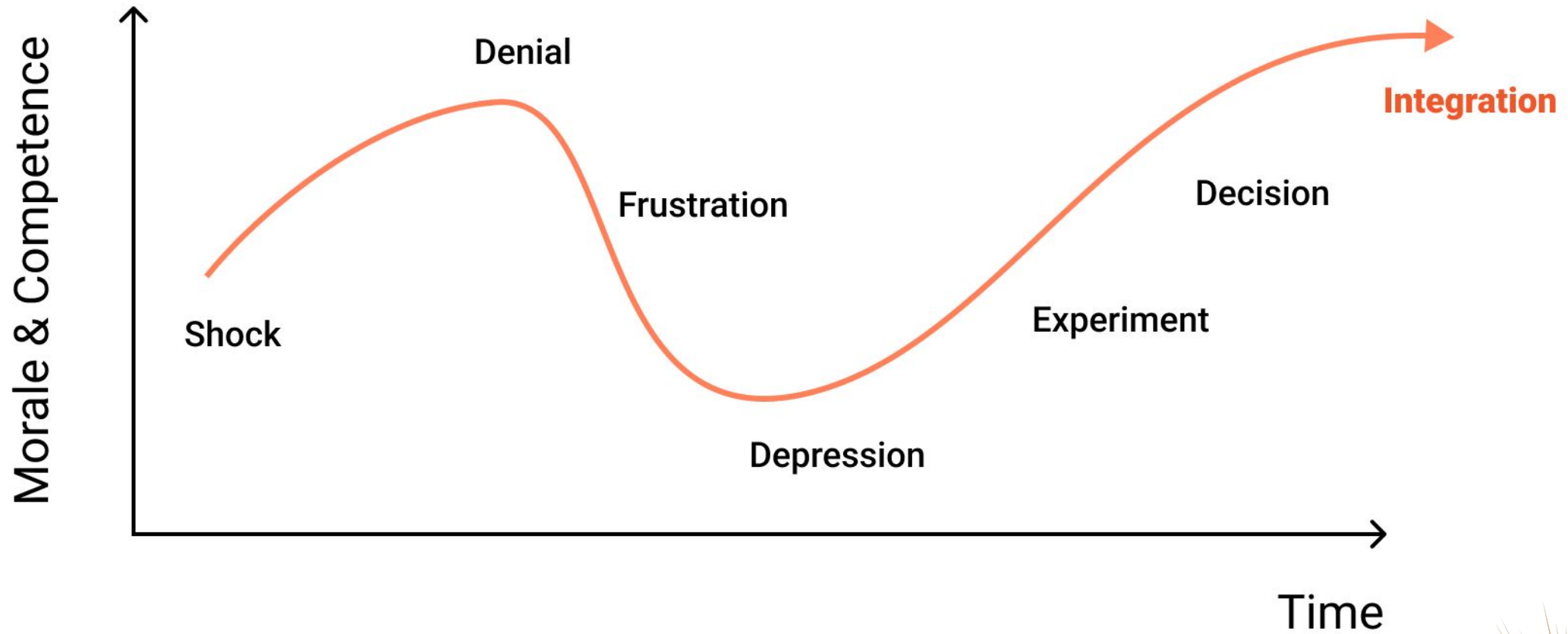
Individual Change Process



Individual Change Process

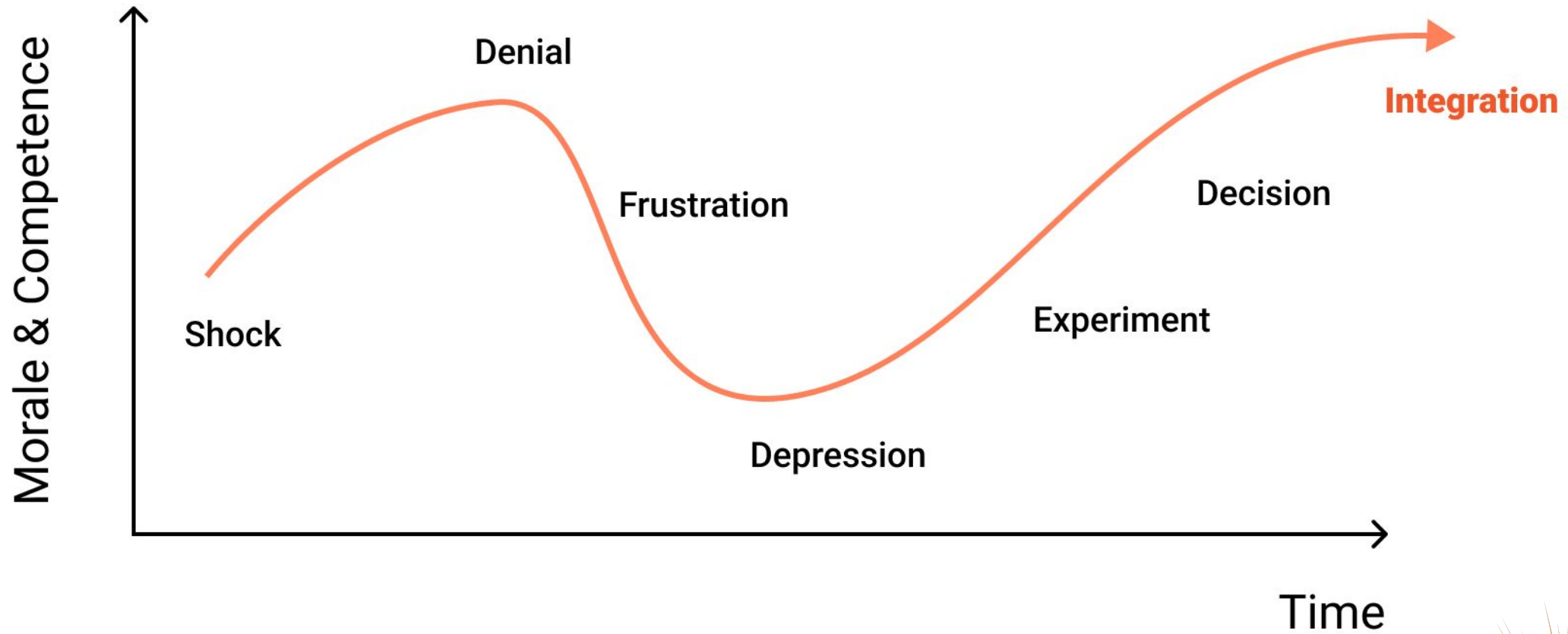


Individual Change Process



Individual Change Process

Changes integrated.
A renewed person.



Change: The Human Side



In your **shop**



In your **brain**



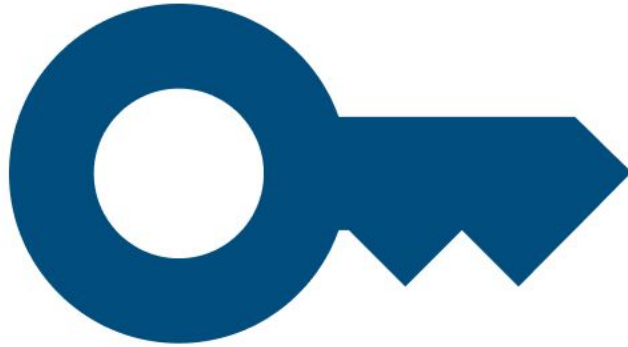
70%

of all change process fail because not
enough attention is paid towards the
human (inner) side of change

64%

of small business owners run
paycheck to paycheck!

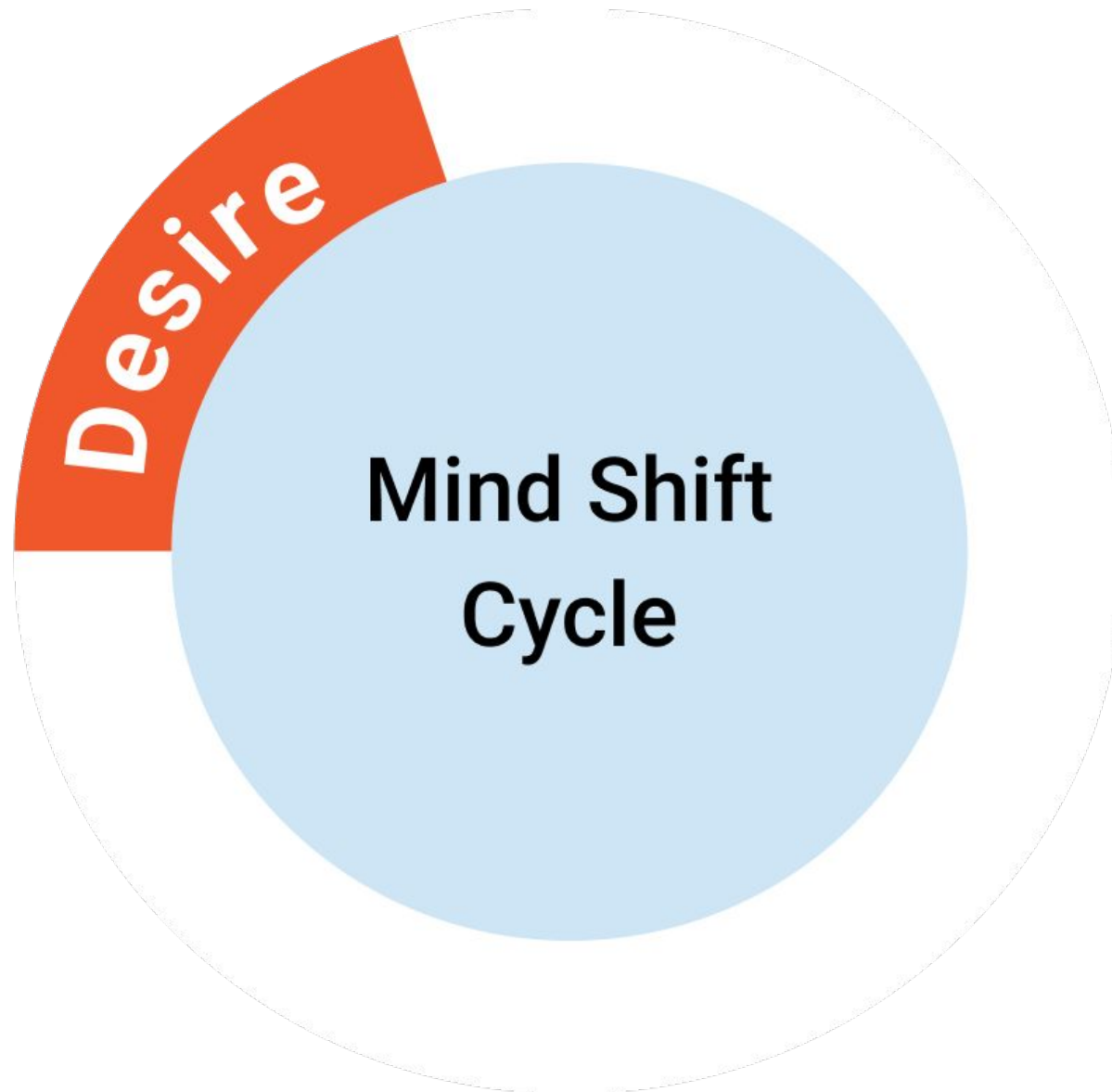


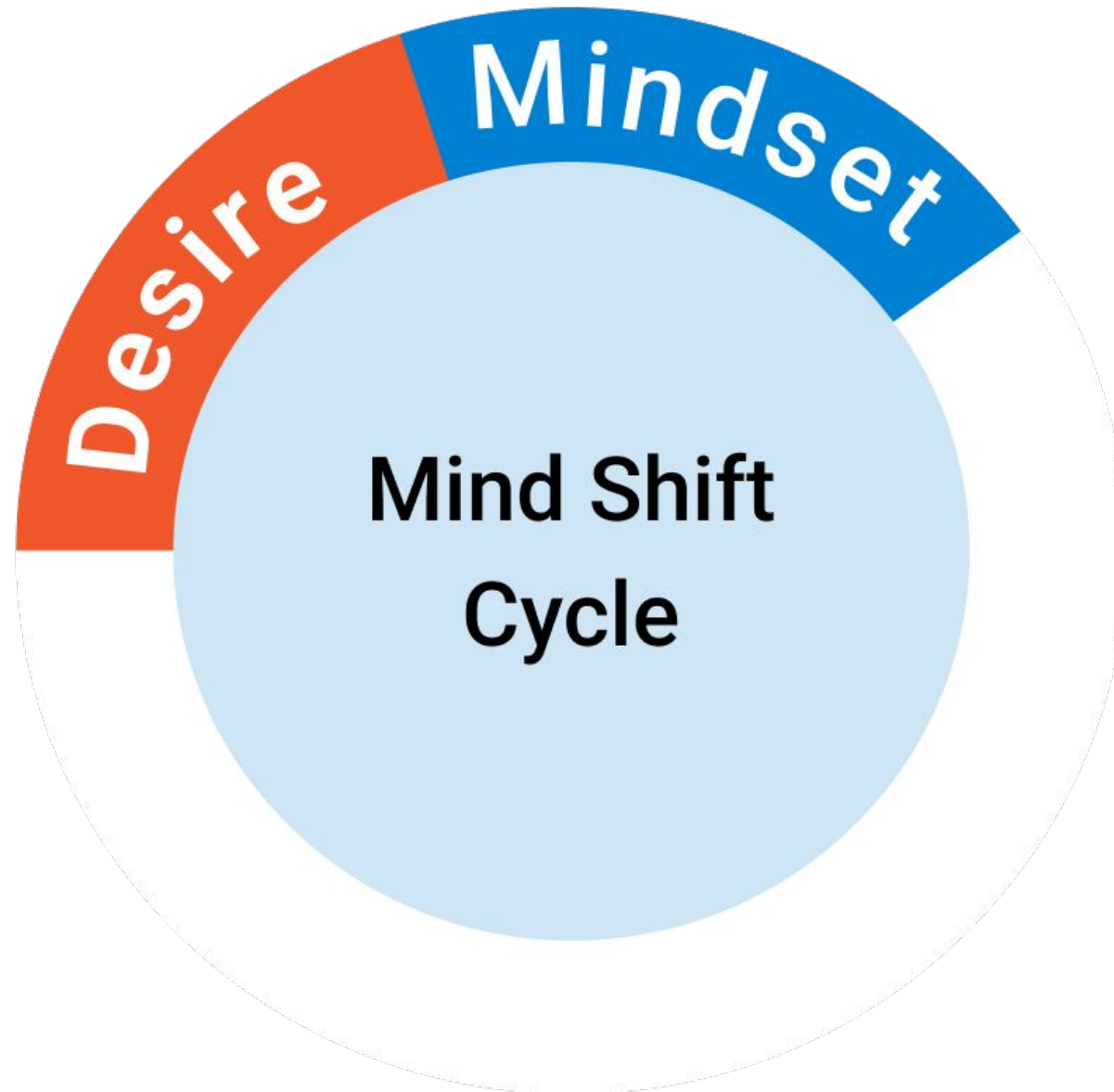


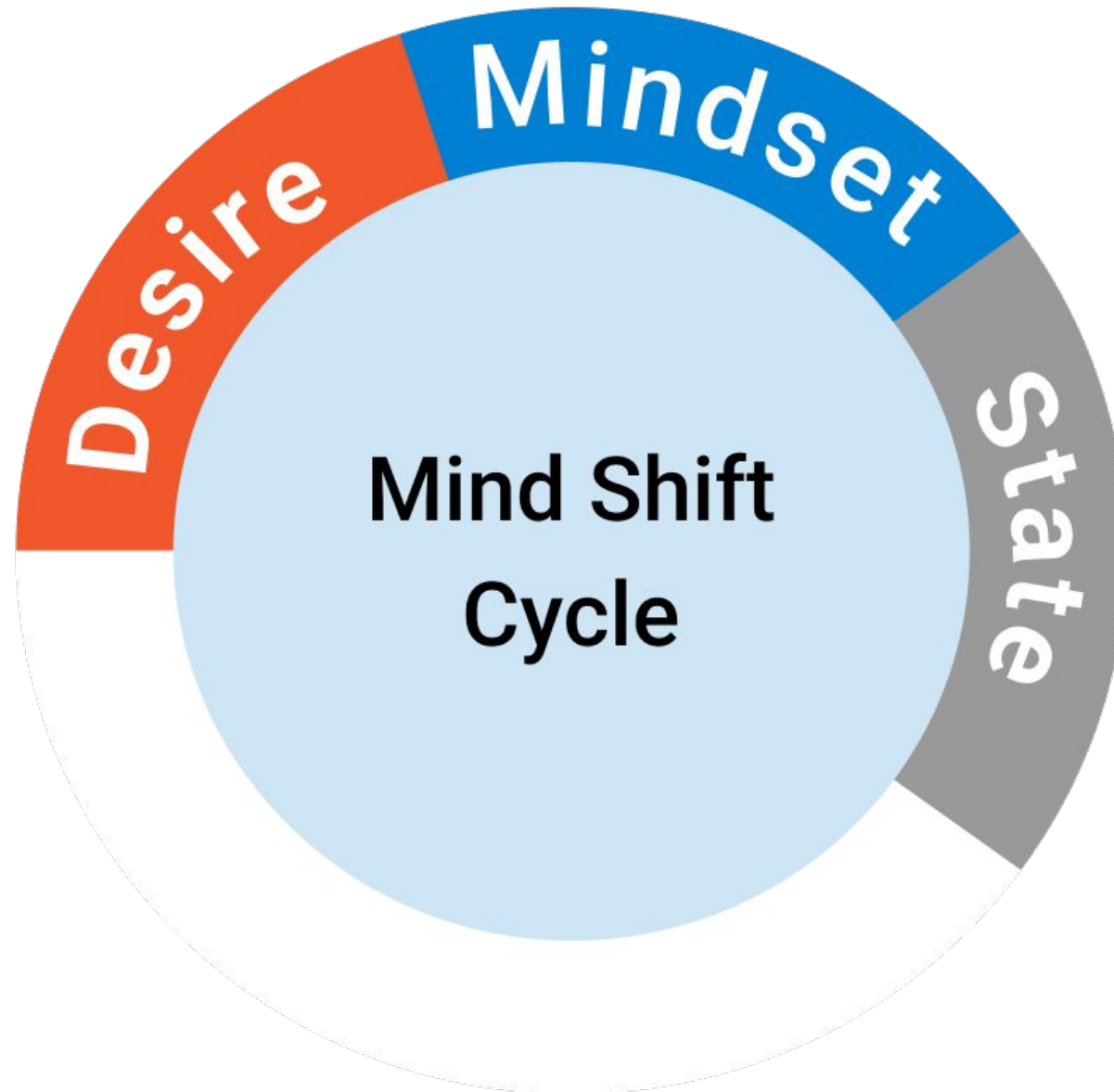
**What's the key to not letting
either of these stats apply to you
and your business?**

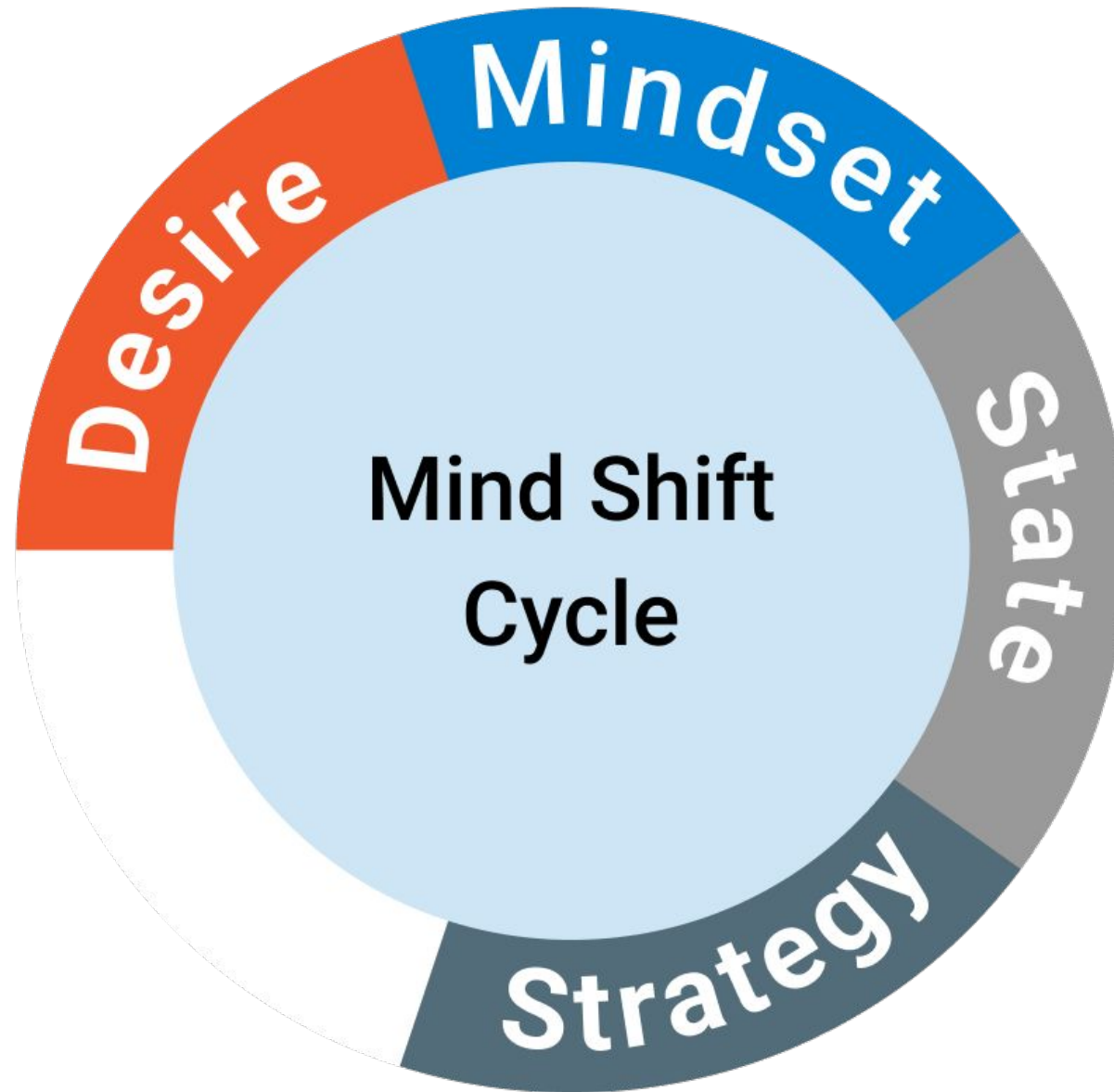
MINDSET!
It's all about mindset.

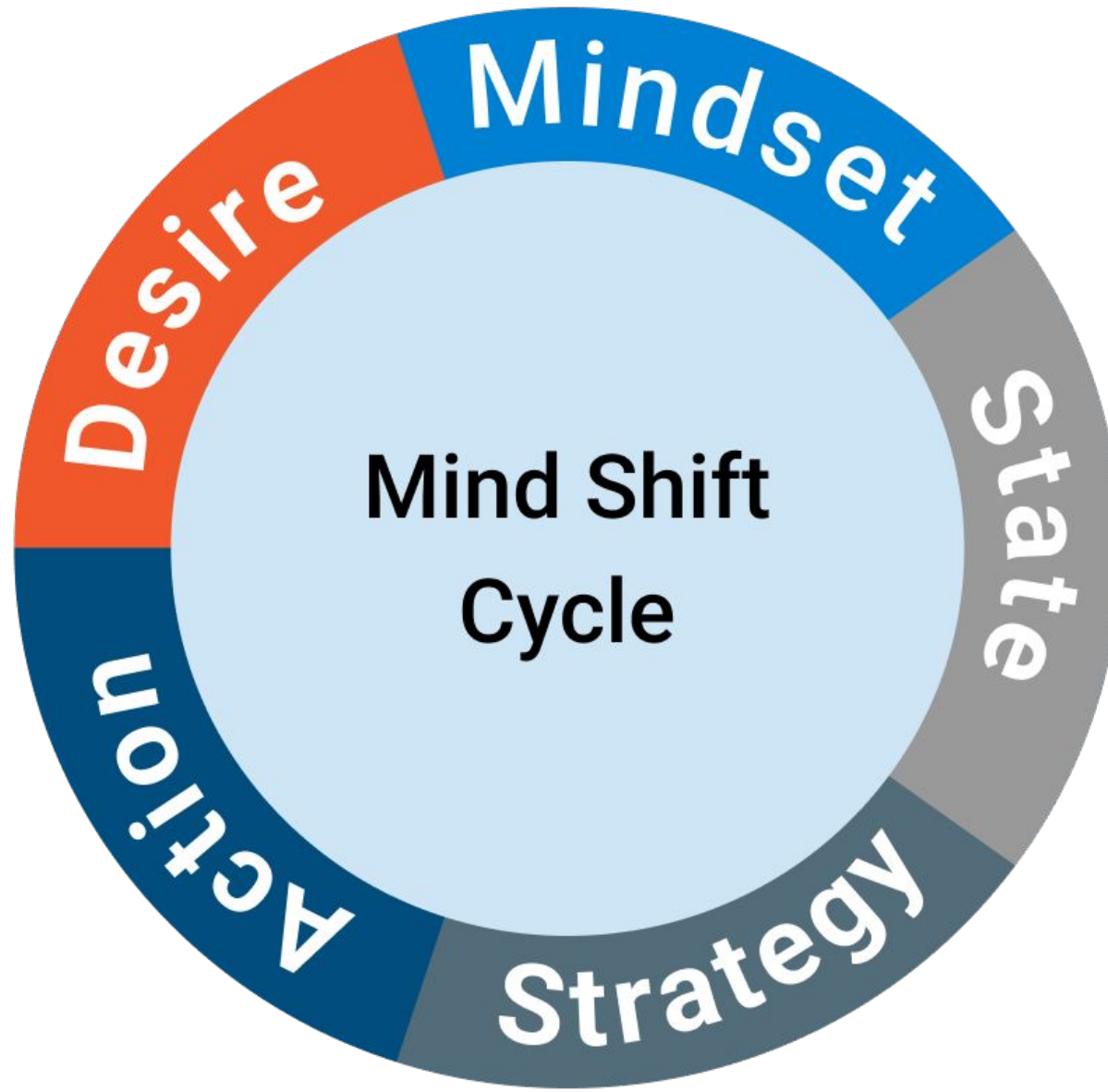












We get stuck when we
settle into a **fixed mindset**.



WHAT IS A FIXED MINDSET?





WHAT IS A FIXED MINDSET?

I'm either good at this, or I'm not.



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When I feel frustrated, I give up.



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When I fail, it means I'm no good.



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If you succeed, I feel threatened.



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If you succeed, I feel threatened.

Tell me I'm smart or talented.



WHAT IS A FIXED MINDSET?

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When I feel frustrated, I give up.

When I fail, it means I'm no good.

If you succeed, I feel threatened.

Tell me I'm smart or talented.

I don't want to be challenged.

Use a growth mindset to
start building your own
Mind Shift Cycle.





STEP 1
DESIRE

CLARIFY YOUR OUTCOME





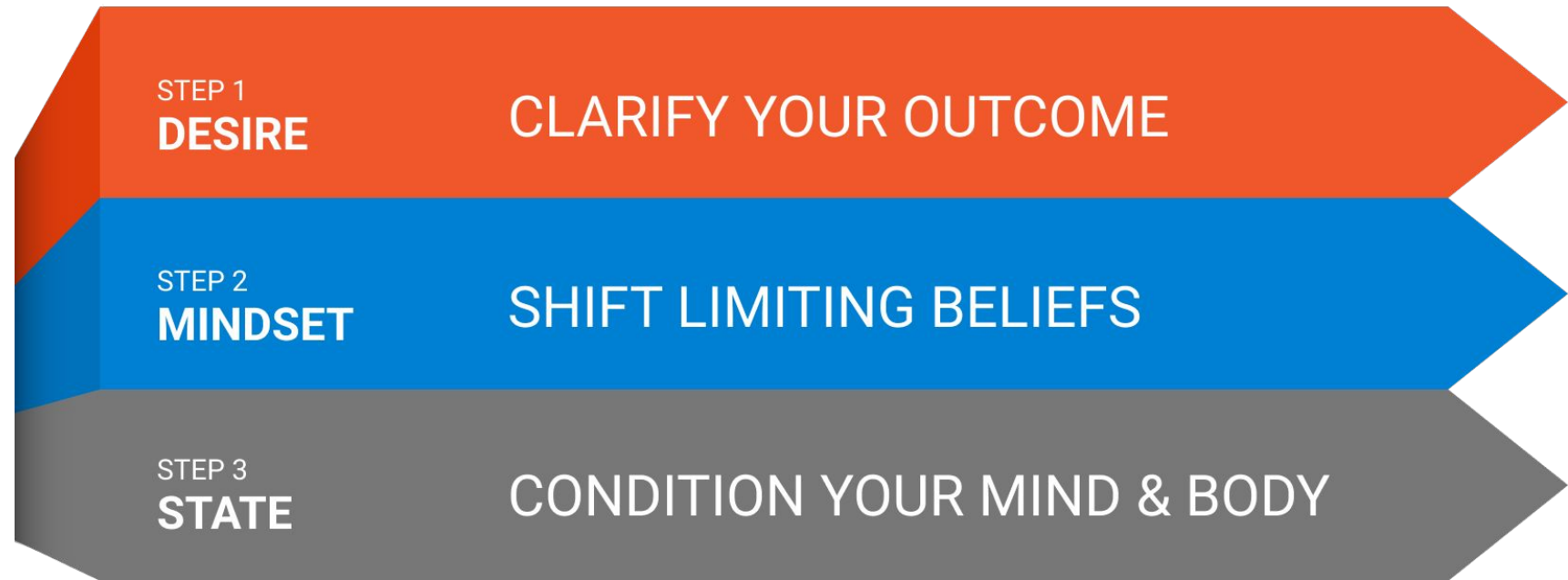
STEP 1
DESIRE

CLARIFY YOUR OUTCOME

STEP 2
MINDSET

SHIFT LIMITING BELIEFS









Step 1: Desire

Having a vision is an important part of achieving the life you desire.



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Having a vision is an important part of achieving the life you desire.

Your subconscious mind drives 95-98 percent of your mental power.



Step 1: Desire

It is a goal-achieving machine that operates on images, sounds and feelings that you focus on.



Step 1: Desire

Utilizing this mechanism can be like a heat-seeking missile to help you fulfill that vision.



Step 2: Mindset

When you execute this in your shop - or in your life, it can actually be boiled down to one formula:

It is (**FUTURE DATE**) and I will have (**DESIRED OUTCOME**).

I will see (**WHAT YOU WILL SEE WHEN YOU ACHIEVE IT**).

I will hear (**WHAT YOU'LL HEAR/SAY TO YOURSELF
WHEN YOU ACHIEVE IT**).

I will feel (**POSITIVE EMOTIONS**).



Step 2: Mindset

When you execute this in your shop - or in your life, it can actually be boiled down to one formula:

It is **MAY 25th** and I will have **HIRED A TECHNICIAN.**

I will see **ALL OUR BAYS FULL.**

I will hear **MYSELF TELL MY WIFE I KNEW WE WOULD
FIND A GUY.**

I will feel **REJUVENATED & GRATEFUL.**



What negative thoughts
might get in your way?



I'm not good enough



I'm not good enough

I'm too scared



I'm not good enough

I'm not creative enough

I'm too scared



I'm not good enough

I'm not creative enough

I'm too scared

It's too hard



I'm not good enough

I'm not creative enough

I'm too scared

It's too hard

I don't have enough resources



I'm not good enough

There's a right way of doing things

I'm not creative enough

I'm too scared

It's too hard

I don't have enough resources

I'm too old



I'm not good enough

I'm not creative enough

I'm too scared

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I'm not good enough

There's a right way of doing things

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It's someone else's fault

I'm too scared

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I'm not good enough

I'm not smart enough

There's a right way of doing things

I'm not creative enough

It's someone else's fault

I'm too scared

I don't have enough resources

It's too hard

I'm too old

I don't know where to start.



Step 3: State

Visualize your success.



Step 4: Strategy

Let's start to make a gameplan.



Step 5: Action

Commit to action for
21 days.

NOVEMBER 2022

Monday	Tuesday	Wednesday	Thursday	Friday	Saturday	Sunday
31	✓	✓	✓	✓	✓	✓
✓	✓	✓	✓	✓	✓	✓
✓	✓	✓	✓	✓	✓	✓
✓	22	23	24	25	26	27
28	29	30				
31	32	33	34	35	36	37
✓	✓	✓	✓	✓	✓	✓





TRANSFORMERS

Institute

QUESTIONS?



TRANSFORMERS

Institute

RECAP