

# ATI Shoptalk



Issue 2

www.autotraining.net • 8611 Larkin Road • Suite 200 • Savage, MD 20763 • 1.888.471.5800

## Special Edition: Our Trip to Cabo San Lucas in Pictures

### In this issue:

- Upcoming Classes .... 1
- Cabo Scrapbook..... 1-2
- Mastermind Group.....3
  
- Seven at the Top..... 4
- Sam's Corner..... 4



### Upcoming Courses:

#### Shop Owners

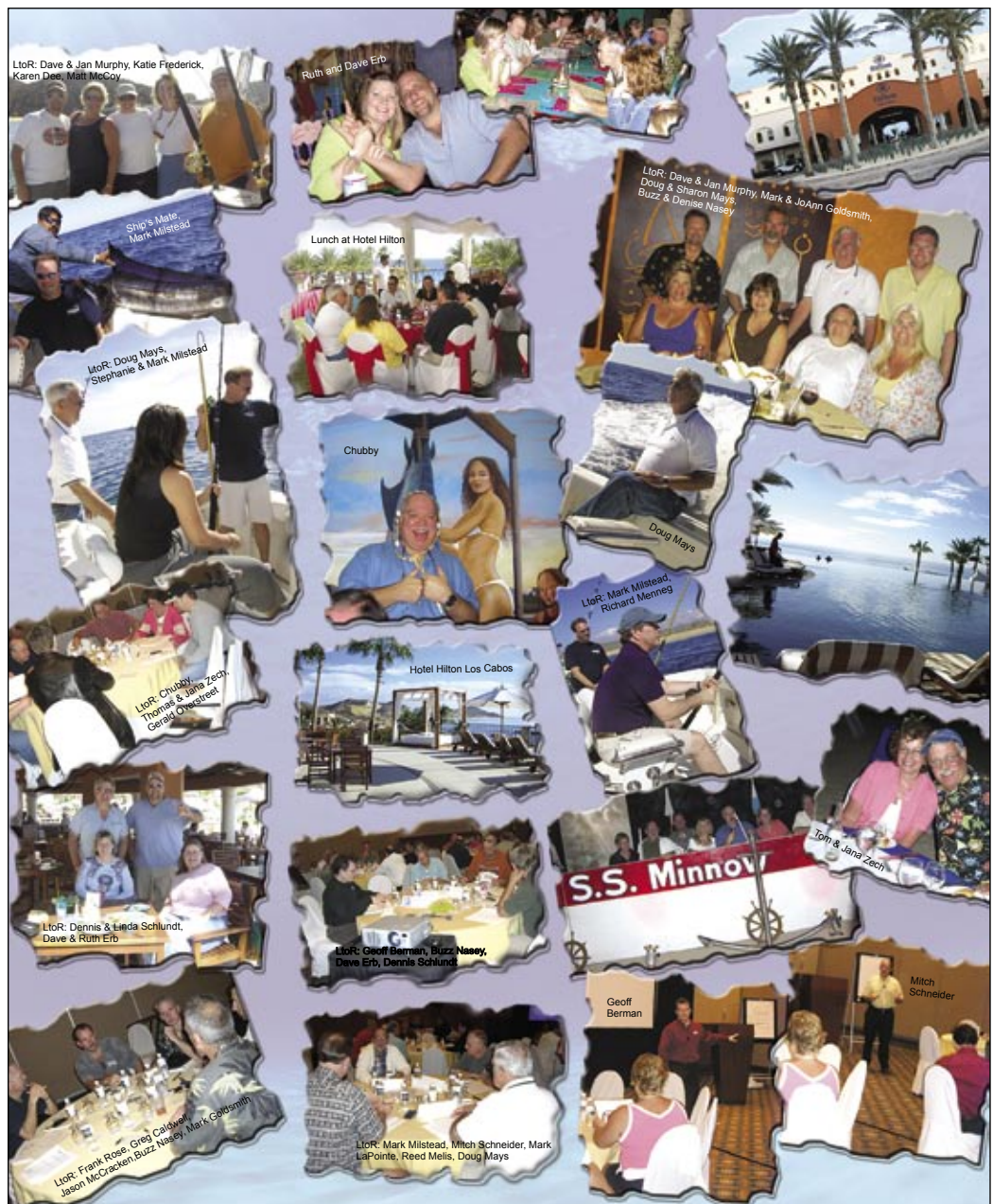
- March 8-10 ..... 1
- March 13-15 ..... 1

#### Service Managers

- March 6-7 ..... 1
- March 20-21 ..... 1
- March 22-23 ..... 1

#### Advanced Shop Owners

- March 2-3 ..... 1



# Our Adventure in Cabo, cont'd...

How Could Work Be This Much Fun?



Gerald & Sheila Overstreet



Mark & JoAnn Goldsmith



Doug & Sharon Mays



Mark & Stephanie Milstead

**ATTENTION SHOP OWNERS AND MANAGERS:**  
If you have something you would like to share,  
e-mail your coach or ATI at  
[office@autotraining.net](mailto:office@autotraining.net).

# Chubby's New Mastermind Group

By Chris Frederick

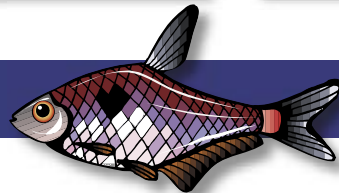
Chubby has just announced a new elite group of ATI clients that are forming an 18 owner group to take them beyond best practices. These owners have completed the Re-engineering program & want to keep growing. The group will meet 3 times a year for 2 days to learn from each other as well as Chubby. Chubby will facilitate the meetings himself to enable the best of the best to keep growing.

Membership is by invitation only and you can apply by contacting Patty Walsh at 1-888-471-5800 ext. 9157 and she will send you an application. We will carefully select non-

competitive shop owners. Four clients signed up in Cabo on the Announcement. If you are in the last quarter of your re-engineering program you can apply. There will be a waiting list to join. Apply immediately so when space becomes available you will have a position reserved. Call your coach for fees and details.



## Cabo Fishing Report



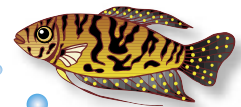
# The Fish Were Kicking and Biting In Cabo!

By Chris Frederick

If you have ever heard the term "you should have been there yesterday", it was alive and well in Cabo San Lucas. The day before was unbelievable according to our captain. Our Captain saw 45 striped marlin and caught 3 fish on a rainy day. Our weather was beautiful although it was rough in the morning and several of us got sick. Four boats plus 20 brave souls rounded the tip of Baja. **The winner of the \$1,000 Bass Pro Shop Gift Certificate was Doug Mays** - Bertinis German Motors of Roseville, CA. In **second place** was **Mark Milstead** - Milstead Automotive of The Great State of Texas. We fished mostly

Cabo 35's from the Picantee fleet. The boats were well kept and in very good condition. For those of you who are fishermen, we pitched live bait to cruising fish. It looked like a bunch of cowboys chasing down the marlin in close proximity to each other.

While most were not as successful as other fishermen, some of us were fortunate to see enormous whales. Overall, it was considered to be a very slow day. Most were very happy to be in such a beautiful place with the Baja Peninsula in view. We can rest on the fact we didn't get skunked and we all returned safely.



## Sam's Corner

By Chubby

Our Annual Client Appreciation event was quite a spectacular celebration. Mitch Schneider, his wife, and ATI clients built relationships with all who attended. The advanced training received good marks and all the instructors loved the interaction with ATI clients.

The Hilton five star property was simply the best any of us had ever witnessed. Karen Dee and the entire ATI staff did an excellent job of hosting the event. The weather felt like California in the summer with

85 degrees and no humidity. The facility was not crowded, the food was excellent and the service was world class.

I believe that all of us wanted to stay but duty calls. Next year we are having our annual event in Scottsdale, Arizona. The training and business meetings will be 2 days prior to the 2007 Barrett-Jackson Car Collector Auction. ATI will provide transportation from the hotel to the auction daily. Even if you are not a bidder it is the best car show of the year. Kids attend for free and there is a fashion show with lots of jewelry for the ladies.

The 2007 event will be limited



to the first 80 ATI clients or Alumni that register. Register today by calling Karen Dee at 1-888-471-5800 ext.9102 or email

her at [ksdee@autotraining.net](mailto:ksdee@autotraining.net).  
**Registration is going to be limited!**

## Seven At the Top, *Congratulations to All!*

### This Month's Winners are:

**Charlie & Betsy Saab**  
Saab Tire and Automotive  
3000 Airport Hwy  
Birmingham, AL 35203

**Natalie & Graham Bloxham**  
Just Jaguar  
4744 Woodman  
Sherman Oaks, CA 91423



8611 Larkin Road  
Suite 200  
Savage, MD 20763

### Jim Williams

Folsom Autotech  
1126 Sibley Street  
Folsom, CA 95630

### Joe Turley

Orlando Honda Acura Service  
1228 West 29th Street  
Orlando, FL 32805

### Larry Williams

University Tire & Auto Center Inc.  
200 Seminole Court, Seminole Square  
Charlottesville, VA 22901

### Richard Cummins

Midas Barstow  
660 West Main Street  
Barstow, CA 92311

### Frank Pumphrey

F & F Auto  
7595 Commerce Lane  
Clinton, MD 20735