

MR FIX IT BUSINESS PLAN

James Mwale



Mr. Fix It Garage is a reliable auto repair shop offering a wide range of services, including engine repairs, gearbox servicing, radiator repairs, and tire services. We pride ourselves on providing trustworthy, affordable, and efficient solutions for all vehicle types. Our skilled team is committed to delivering high-quality service with a focus on customer satisfaction. Conveniently located, we aim to create a welcoming atmosphere for our customers while ensuring that their vehicles are in expert hands. Whether it's routine maintenance or more complex repairs, Mr. Fix It Garage is your go-to destination for dependable auto services.

EXPLAIN THE PROBLEM:

Mr. Fix It Garage is facing several challenges due to a lack of proper equipment and tools. This limits our ability to offer a wide range of services, slows down repair times, and increases operational costs. Without modern tools, we cannot meet growing customer demand, resulting in fewer jobs completed and lower revenue. Additionally, we must rely on external contractors for some tasks, which reduces our profit margins and impacts service quality.

Need for the Loan:

The loan will allow us to purchase essential equipment, enabling us to expand services, improve turnaround times, reduce costs, and enhance the quality of our

work. This will help us meet demand, increase customer satisfaction, and stay competitive, ultimately driving business growth and higher revenue.

EXPLAIN YOUR SOLUTION.

To overcome the challenges at Mr. Fix It Garage, we plan to use the loan to purchase updated equipment and tools. This will enable us to offer a broader range of services, reduce repair times, and improve the quality of our work. By investing in the right tools, we can eliminate the need for external contractors, lower operational costs, and handle more customers efficiently. This solution will help us increase capacity, boost customer satisfaction, and grow the business, ultimately leading to higher revenue and profitability.

BUSINESS MISSION STATEMENT:

A Mission Statement is a short sentence that tells you what a company does, who it helps, and how it plans to do its work. It explains what the company wants to achieve and the steps it will take to reach its goals.

At Mr. Fix It Garage, we provide reliable and efficient auto repair services to car owners, ensuring high-quality workmanship with fast turnaround times. We aim to exceed customer expectations by investing in skilled staff and modern equipment to deliver exceptional value and build long-term relationships.

HOW LONG HOW YOU BEEN IN BUSINESS?

I have been in business for six months, following my studies in mechanics.

YOUR NET INCOME

Total sales \$350 - Total expenses 216 = Total net profit = \$134

SERVICE OR PRODUCT DELIVERABLE:

A Service or Product Deliverable is a specific outcome or item that a company promises to provide to a client as part of a contract or agreement. (or describe your service/ product from the production process to the end user?)

At Mr. Fix It Garage, we deliver reliable auto repair services, including engine, gearbox, and tire repairs. The process begins with a thorough vehicle diagnosis, followed by customer approval for necessary repairs. We use high-quality tools and parts to complete the service, conduct a final quality check, and return the vehicle to the customer, ensuring satisfaction with a fully repaired and functioning vehicle.

DESCRIBE YOUR BEST CUSTOMER:

The best customer for Mr. Fix It Garage is **NBS Bank** in Blantyre, Malawi, which relies on a fleet of company vehicles for daily operations. We provide them with reliable, timely, and cost-effective auto repairs to ensure their fleet remains in excellent condition, minimizing downtime and supporting their business continuity.

WHY CUSTOMERS DO BUSINESS WITH YOU RATHER THAN WITH YOUR COMPETITORS?:

Customers choose Mr. Fix It Garage over competitors because of our reliable, high-quality service, affordable pricing, and personalized approach. We offer quick turnaround times, skilled technicians, and transparent communication, ensuring customer satisfaction with every repair.

LIST YOUR SERVICES OR PRODUCTS AND THEIR PRICES:

- Engine Repair: \$100
- Gearbox Repair: \$80
- Radiator Repair: \$80
- Braking System Repair: \$12
- Wheel Alignment: \$12
- Vehicle Diagnosis: \$15

HOW DO CUSTOMERS KNOW THAT YOU EXIST?:

Customers learn about Mr. Fix It Garage through word of mouth, local advertising, and social media. We also rely on customer referrals and our reputation for quality service to attract new clients.

WHY DID YOU CHOOSE THIS BUSINESS:

I chose this business because of my passion for mechanics and my desire to provide reliable, affordable auto repair services to help people keep their vehicles running smoothly. It combines my skills with the opportunity to make a positive impact in the community.

LIST YOUR TOP WAYS TO FIND NEW CUSTOMERS:

- Word of Mouth/Referrals
- Social Media Advertising
- Local Networking and Partnerships
- Online Reviews and Customer Testimonials
- Targeted Local Advertising (flyers, billboards)

Insert pictures of your business activities here and give a brief explanation of each:



Engine Repair:

Offering repairs for engine-related problems, ensuring optimal performance and reliability.

HOW WILL YOU USE THE MONEY? (Include pictures of the product/Services (s))



Purchase Equipment and Tools

Buy essential tools and equipment to improve service efficiency and expand our repair capabilities.

These tools will help grow a small mechanics business like Mr. Fit It in Malawi in the following ways:

1. **Diagnostic Machine:** Enables quick, accurate vehicle diagnostics, improving service speed and attracting more customers. **\$500**
2. **Jack Stand:** Ensures safety during repairs, boosting customer trust and reducing liability. **\$100**
3. **Jacks:** Facilitates vehicle lifting for maintenance, increasing the workshop's capacity to handle a variety of vehicles. **\$50**
4. **Tool Box:** Keeps essential tools organized, improving work efficiency and reducing job turnaround time. **\$152**
5. **Power Tool Set:** Speeds up repairs, allowing the workshop to handle more jobs and provide competitive pricing. **\$150**

Total: \$952

Together, these tools enhance efficiency, safety, and customer satisfaction, leading to business growth and higher customer retention.

Income Statement:

Month	Last 6 Month	Last 5 Month	Last 4 Month	Last 3 Month	Last 2 Month	Last Month	This Month	Next Month	Month 3	Month 4	Month 5	Month 6	Total
Sales revenue	\$ 350.00	\$ 300.00	\$ 325.00	\$ 300.00	\$ 300.00	\$ 350.00	\$ 400.00	\$ 415.00	\$ 425.00	\$ 450.00	\$ 480.00	\$ 450.00	\$ 4,545.00
Total transactions or units sold	10	10	11	14	12	10	15	11	11	13	13	15	145
Revenue per transaction or unit	\$ 35.00	\$ 30.00	\$ 29.55	\$ 21.43	\$ 25.00	\$ 35.00	\$ 26.67	\$ 9.00	\$ 38.64	\$ 34.62	\$ 36.92	\$ 30.00	\$ 31.34
Expenses													
Self salary	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 80.00	\$ 960.00
Employee salaries	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 55.00	\$ 660.00
Supplies	\$ 15.00	\$ 38.00	\$ 40.00	\$ 30.00	\$ 32.00	\$ 22.00	\$ 25.00	\$ 22.00	\$ 20.00	\$ 30.00	\$ 20.00	\$ 22.00	\$ 316.00
Workshop Rent	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 35.00	\$ 5.00	\$ 390.00
Electricity	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 10.00	\$ 120.00
Advertising	\$ 5.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 1.00	\$ 2.00	\$ 2.00	\$ 18.00
Transportation	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 5.00	\$ 60.00
Loan repayment	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ 42.00	\$ 42.00	\$ 42.00	\$ 42.00	\$ 42.00	\$ 210.00
Water Bills	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 6.00	\$ 72.00
Other	\$ 2.00	\$ 1.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 2.00	\$ 23.00
Total Expenses	\$ 213.00	\$ 231.00	\$ 234.00	\$ 224.00	\$ 226.00	\$ 216.00	\$ 219.00	\$ 258.00	\$ 256.00	\$ 266.00	\$ 257.00	\$ 229.00	\$ 2,829.00
Expense per transaction or unit	\$ 21.30	\$ 23.10	\$ 21.27	\$ 16.00	\$ 18.83	\$ 21.60	\$ 14.60	\$ 23.45	\$ 23.27	\$ 20.46	\$ 19.77	\$ 15.27	\$ 1,716.00
Net Income to reinvest	\$ 137.00	\$ 69.00	\$ 91.00	\$ 76.00	\$ 74.00	\$ 134.00	\$ 181.00	\$ 157.00	\$ 169.00	\$ 184.00	\$ 223.00	\$ 221.00	\$ 1,716.00
Net Profit Margin	39%	23%	28%	25%	25%	38%	45%	38%	40%	41%	46%	49%	52%

Cash flow Statement:

	Last Month	This Month	Next Month	Month 3	Month 4	Month 5	Month 6
Income	\$ 350.00	\$ 400.00	\$ 415.00	\$ 425.00	\$ 450.00	\$ 480.00	\$ 450.00
- Fixed expenses	(\$57)	(\$57)	(\$57)	(\$57)	(\$57)	(\$57)	(\$57)
- Loan payment	\$0	0	0	(\$42)	(\$42)	(\$42)	(\$42)
- Variable expenses	(\$63)	(\$75)	(\$71)	(\$444)	(\$535)	(\$669)	(\$752)
= Profit (or loss)	\$230	\$268	\$287	(\$118)	(\$184)	\$49	\$62
Starting cash	\$85	\$315	\$583	\$870	\$752	\$398	\$447
Available cash	\$315	\$583	\$870	\$752	\$568	\$447	\$509

Share about your family and picture here:



Here my family was seven and am the only male in Malawi, am currently the one that helps my parents they are in their seventies of age. Both are retired and they can not work to provide for themselves, this tis he reason why am doing my best

to help and provide for my family. This led me to start up a business a mechanic workshop in Blantyre, Malawi. Adding to that I am pursuing a degree in Auto Service Technology at Byu Idaho. I hope this loan will help me fulfill my dreams of owning a good garage in my community so that the people living in Blantyre can access my garage and receive fast and reliable services. I hope I will be considered among those who will receive this Grant.

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