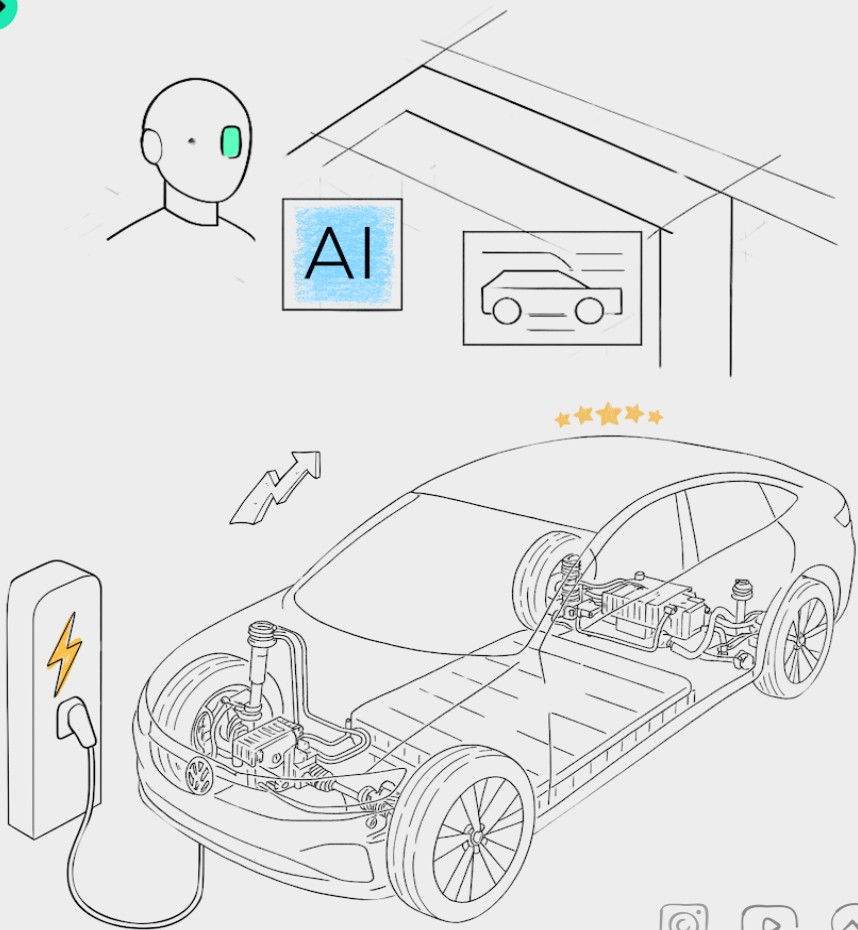


THE AUTO REPAIR PLAYBOOK

No-BS Guide to a Kickass
Repair Business!



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VIJAY GUMMADI
























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Resources available at <https://www.autorox.ai/theautorepairplaybook>



*Dedicated to my Beloved Grand Parents
whose Love & Values shaped me!*

...And to my Family,

who quietly bear the brunt of the entrepreneurial chaos,
yet remain my first believers.

You're where I return when hope runs thin,
my constants in a world of change.

To my Dearest Buddies,

for the unfiltered wisdom I never asked for but always needed,
the toasts to the worst jokes,
and the best damn memories.

To my Incredible Team,

my co-dreamers, risk-takers,
who turned half-baked ideas into something real, stuck around
when the coffee ran out & the servers crashed - *my Tribe*.

To our Customers,

for trusting us with their journeys, and patience as well.

And to the many Amazing People,

who shaped my journey, with no idea how much they mattered.

This Isn't Your Typical "Playbook."

Don't expect a step-by-step manual with checklists, templates, and jargon-packed frameworks. Why? Because that's not how real repair businesses run - and it's definitely not what shop owners need. This isn't generic advice. It's a straight-talking, no-BS field guide to make you *think, act, and profit*. Every chapter is built around real-world truths, drawn from years of turning wrenches, managing chaos, building systems and screwing up, too.

It's not theory. It's about exposing the silent killers of your bottom line - bad pricing, weak margins, lazy parts strategy, pointless discounts, poor marketing and showing you how to fix them, fast.

The insights aren't padded with fluff or filler. Every line is deliberate. Every chapter is short because your time is valuable. This isn't a book to skim. It's one to *pause* on. To circle. **To highlight**. To argue with. To implement.

In the book, you'll find examples from India (because that's where I built my repair network) or the US. But the challenges and strategies apply anywhere. Whether your customers drive pickups in Texas or hatchbacks in Delhi, the core problems are the same: broken pricing, weak margins, no specialization, and zero / poor systems. This book tackles those problems head-on with a tone that matches the work you do: direct, gritty, and focused on results.

If you're serious about running a real business - not just fixing cars until burnout takes over, this book is for you.

Let's get into it.

Why Does This Book Exist?

Because too many sharp, hardworking shop owners are stuck. Drowning in day-to-day chaos. Working harder, earning less, and seeing their passion slowly turn into pressure. I wrote this because I've lived it. I've fixed cars, managed teams, built shops and made enough mistakes to know what really works.

Then I learned to think like a business owner, not just a technician. That shift changed everything.

The book follows the journey taken by every great shop:

- **Wake up** to hard truths.
- **Analyze** what's broken.
- **Fix** the leaks (low cost, high-impact moves).
- **Invest** in what works (in tech, people, margins).
- **Then Scale with sanity & Thrive!**

The Tone? Yeah, It's Bold - And That's Intentional.

Because you don't need another polite "industry guide." You need honest, field-tested insight that respects your time, your hustle, and your ambition. This book was written with one goal: **to help good shop owners become great business builders.**

No fluff. No theory. Just what works. Yes, emoji to make it engaging! 😊

THE ULTIMATE NO-BS GUIDE

FOR MODERN GARAGE OWNERS

By a Shop Owner, For Shop Owners - Straight Talk That Works

The auto industry is transforming fast - EVs, AI diagnostics, connected vehicles, and software-defined everything. Add to that, a new breed of picky, digital-first customers. If your garage still runs like it did in 2015, you're already behind.

The **Auto Repair Playbook** is your blunt, tactical roadmap to not just survive - but dominate in this new era. Whether you're a seasoned shop owner or just revving up, this book gives you real strategies to:

- + Navigate the shift to EVs and advanced diagnostics
- + Upgrade your tools and tech stack (without going broke)
- + Grow your business and streamline operations
- + Stay competitive in a world driven by data, AI, and digital expectations

Each chapter is short, sharp, and built for action - no fluff. Just proven tactics, "Do This Now" checklists, and hard-won lessons already transforming shops worldwide.

Written by a shop owner who stumbled, came back stronger and scaled a repair network, this book skips the theory and delivers field-tested strategies that work whether you run a one-bay garage or a multi-location business.

No MBA buzzwords. No gurus. Just straight talk, tested tactics, and real results.

ABOUT THE AUTHOR



VIJAY GUMMADI is a shop owner turned automotive tech entrepreneur. He started out washing cars just like many garage owners and worked every part of the shop before building a successful chain of repair businesses in India. Then he founded Autorox and Autozilla, platforms now powering thousands of garages across 30+ countries.

With decades of real-world, in-the-trenches experience, Vijay understands what shop owners actually need: more profit, less chaos, and a clear path forward. He believes **Trust is the most valuable currency** in auto repair, and technology is the only way to earn it at scale.

His mission: **Help repair shops WIN** by enabling transparency, speed, and reliability in every service interaction.

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