

the areas where your business is really strong and the areas where you can improve.”

The autonomy of Coyote—which is managed by Square One Systems, Inc.—allows selectivity in choosing members. To be considered, a body shop owner must exhibit a reputation of honesty and integrity, meet a minimum annual sales volume, be willing to submit financial data to the group, and be able to pay dues. In addition, unanimous approval from the group is necessary to join.

Evaluating each shop and offering constructive criticism helps each owner improve tremendously from a business standpoint, Anderson said.

Griffin stresses that Coyote is more than just an association built for networking or an organization to provide business consulting.

“Networking isn’t a strong enough word,” he said. “These are people of great character and great passion. Integrity and honesty are values we don’t waver on. I would do near anything for these people.”

Coyote is more than just an association built for networking.

Group members said that although Coyote—and the body shop industry in general—has been behind other industries in talking about employee culture, working with Carlos is a major step toward improving in that area.

Carlos said that after the first meeting, he was impressed with the group’s excitement and commitment to personal and professional development.

“What impressed me most is that this is a group of blue-collar professionals who got together and said, ‘How can we get better?’” Carlos said.

H&D

Danny Sullivan wrote this opinion piece on behalf of the Coyote Vision Group. For more information about joining the Coyote Vision Group, call Elaine Sachire of Square One Systems, Inc., (330) 637-5265 or e-mail her, esachire@square1sys.com.

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