

How Two Powersports Dealerships Leveraged VisionAST and J|13 Janda Dealer Training to Achieve Record Growth

VISIONAST × J|13 JANDA DEALER TRAINING



Overview

In today's powersports market, performance metric visibility is the difference between chasing numbers and driving them. For *Extreme Work & Play* and *Independence County Offroad*, that visibility came through **VisionAST**, a powerful reporting and analytics platform designed to help dealerships track and improve key profitability and service metrics.

With the support of **J|13 Janda Dealer Training**, both dealerships turned data into action — using VisionAST insights to identify opportunities, guide coaching, and sustain impressive performance gains across sales and service.

The Challenge: From Reporting to Results

Before adopting VisionAST and working with J|13 Janda Dealer Training, both dealerships faced common challenges:

- Inconsistent tracking of per-copy performance
- Limited insight into service department efficiency
- Difficulty connecting training initiatives to measurable outcomes

They needed a solution that delivered real-time visibility into every key metric — and a way to turn that data into actionable improvement.

That's where VisionAST and J|13 Janda Dealer Training came together to make an impact.

The Solution: VisionAST + J|13 Janda Dealer Training = Measurable Improvement

J|13 Janda Dealer Training's trainer, Jazz Janda, used the PowerVision reporting tool to:

- Monitor daily per-copy performance and identify improvement areas
- Track service metrics such as Effective Labor Rate (ELR) and Hours per RO

- Reinforce accountability and celebrate progress through transparent, shared data
- Coach staff using real-time feedback

This integration of accurate data and expert coaching created a continuous improvement loop — where every insight could be acted upon, and every result could be measured.

The Results: Data-Driven Growth You Can See

- **Extreme Work & Play** has consistently maintained **over \$1,000 per copy** (excluding non-F&I qualifying units) since March 2023 when they began working with Janda.
- **Independence County Offroad** has nearly **doubled its per-copy average**, growing from the **~\$400/deal** to **above \$800/deal** since May 2024 when they started with J|13 Janda Dealer Training.
- Both dealerships' **service departments now exceed national averages** in **Effective Labor Rate (ELR)** and **Hours per Repair Order (RO)**.

"These two groups have worked hard, and it's been great seeing the progress from the training pay off. VisionAST has given us the clarity we need to keep improving week over week." — Jazz Janda, Owner/Trainer, **J|13 Janda Dealer Training**

The Bigger Picture: Visibility Builds Accountability

The partnership between VisionAST, J|13 Janda Dealer Training, and these two dealerships highlights what's possible when data and coaching come together.

With VisionAST providing real-time performance visibility and J|13 Janda Dealer Training reinforcing it with targeted coaching, both Extreme Work & Play and Independence County Offroad have built a foundation for consistent, measurable success — across every department.

Looking Ahead

Both dealerships continue to use VisionAST and their PowerVision reporting tools to monitor performance and sustain growth. With accurate insights driving daily decisions, they're equipped to stay ahead of the curve — and continue exceeding national benchmarks in both sales and service performance and profitability.

CONTINUE THE CONVERSATION

Ready to See What VisionAST Can Do for Your Dealership?

If you're ready to elevate your performance with transparent, real-time reporting and expert guidance, VisionAST can help.

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