

**LEGACY**  
**EV**

# THE **EV** SERVICE GAP

A PRACTICAL GUIDE FOR INDEPENDENT SHOPS TO  
START CAPTURING EV REVENUE




No need to be a lover of  
EVs in order start making  
money off of them.



# OPPORTUNITY OVERVIEW

WHY NOW IS THE TIME TO START UNDERSTANDING  
EV SERVICES AND REPAIRS

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- 01** Despite the end of government incentives, EV purchases are still trending up.
  - 02** One of the hottest growing segments? Used EVs.
  - 03** In other words, out of warranty EVs. That's great news for you.

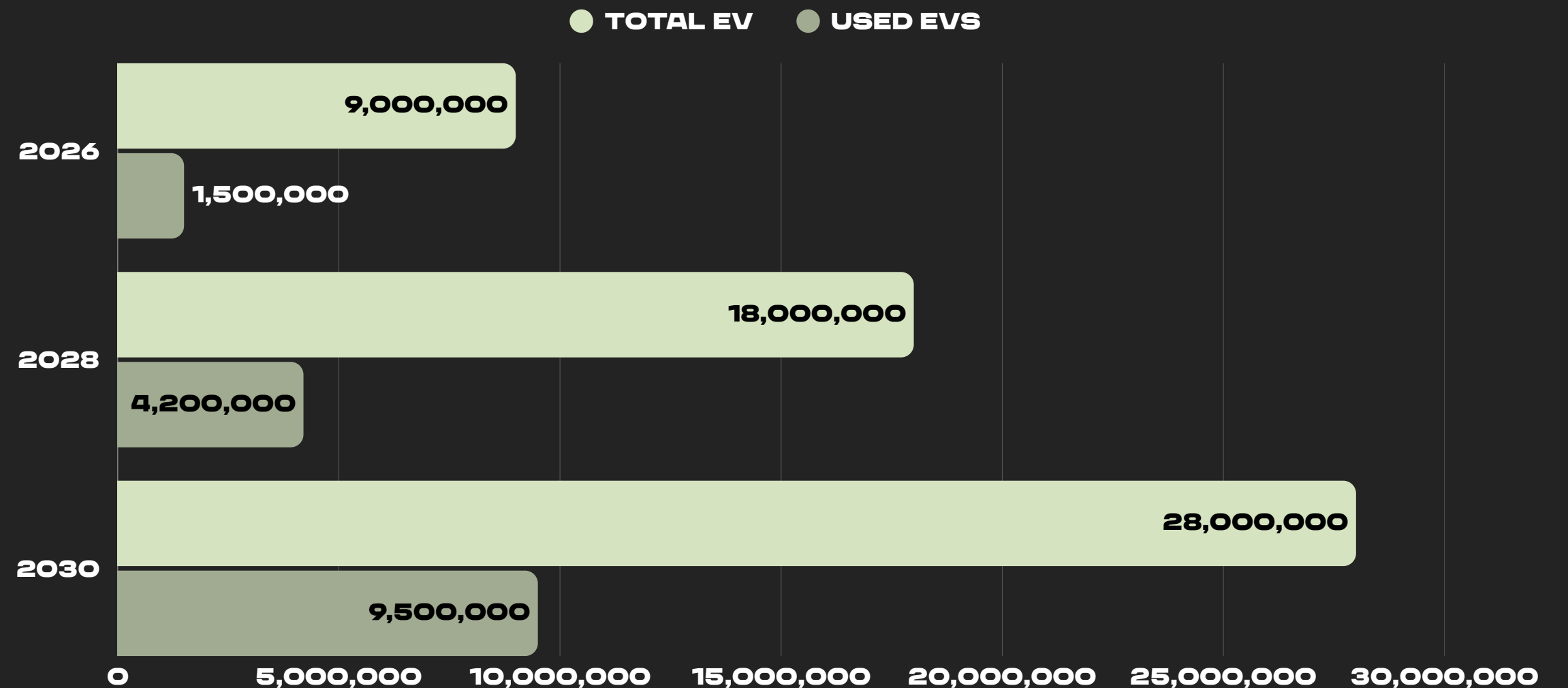
# THE OPPORTUNITY IS ALREADY HERE AND GROWING

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## THE STATE OF EVs

- Model years 2015–2018 are aging out of warranty
- Used EV prices are dropping
- It's no longer just early-adopters
  
- EV owners are already in your market
- A growing number will need independent shops
- Current and future demand is growing

## EV GROWTH



# YOUR COMPETITION IS TURNING WORK AWAY

Industry data from the Auto Care Association and analysis from McKinsey & Company show the same pattern:

- 01** Shops don't feel trained on EVs
- 02** High-voltage safety is a concern
- 03** Technicians aren't confident in diagnosing
- 04** Instead of learning, many shops choose to avoid the work.

## Result:

Shops are turning away EV service jobs they could already handle.



## 01 MOST EV SERVICE DEMAND FALLS INTO:

- Inspections and diagnostics
- Basic electrical issues
- Cooling systems
- Common wear components



## 02 YOU DO NOT NEED:

- Battery pack rebuild experience
- Advanced engineering knowledge
- Full system mastery



**YOU DON'T  
NEED TO KNOW  
EVERYTHING  
TO GET  
STARTED**

YOU ONLY NEED TO BE CAPABLE ENOUGH  
TO TAKE THE RIGHT JOBS.

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**STEP-BY-STEP:**

**HOW TO  
START  
TAKING EV  
WORK**



# GET HIGH VOLTAGE SAFE

## THIS IS A NON-NEGOTIABLE

Before touching an EV, your shop needs to be effectively trained on three things.



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Start by understanding the following:

- 01** Proper safety procedures
- 02** Lockout / tagout awareness
- 03** Confidence working around high-voltage systems



# DEFINE YOUR SERVICES

## START WITH A CLEAR SERVICE BOUNDARY

Only take on the jobs you are comfortable with in the beginning.

- Diagnostics
- Inspections
- Basic electrical issues
- Supporting systems



You can start generating revenue quickly without unnecessary risk.



## FOR NOW, AVOID THE FOLLOWING:

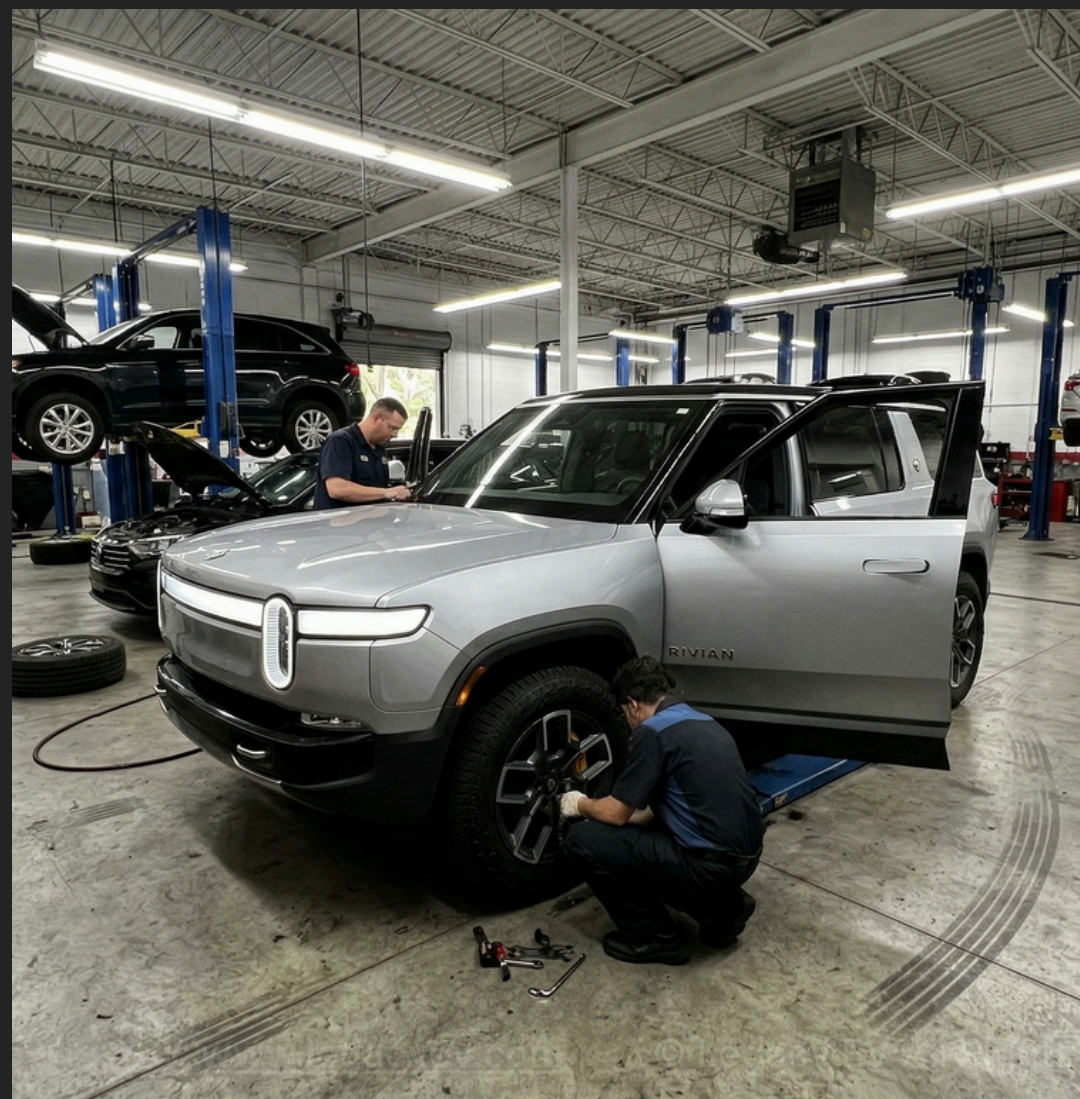
- 01** Wire, program, and commission a functional EV powertrain
- 02** Read and apply wiring diagrams and communication protocols
- 03** Diagnose electrical and communication faults using diagnostic tools
- 04** Level 1 and 2 HV Safety Certifications

**YOU DON'T NEED TO DOMINATE EV SERVICE. EVEN SMALL NUMBERS MATTER..**

Based on national data and typical shop economics:

- 01** ~\$300–\$400 average service ticket
- 02** ~100–\$150 profit per job

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# START CAPTURING A SMALL MARKET SHARE

## IF YOUR SHOP CAPTURES:

**1%** of local EV service demand, that can translate into thousands in profit.

**3–5%** That number becomes tens of thousands. Most shops today are capturing 0%

# EXPAND OVER TIME

ONCE YOUR SHOP IS  
COMFORTABLE, CONFIDENT,  
AND SEEING REGULAR EV WORK  
YOU CAN:

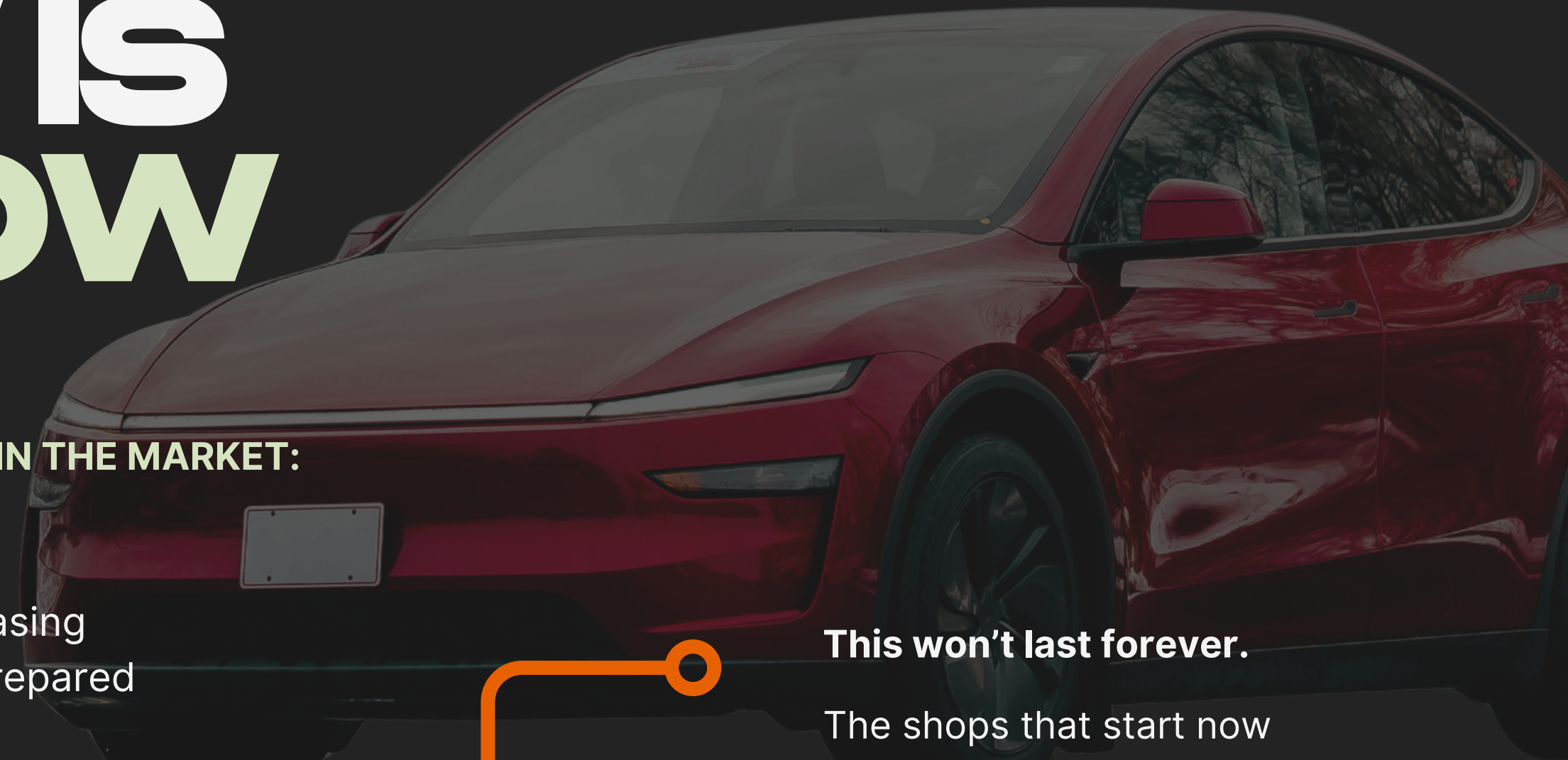
- Expand service offerings
- Train additional techs
- Increase capacity



But you don't need to start  
there.



# WHY THE WINDOW IS RIGHT NOW



## THERE'S A SHORT-TERM ADVANTAGE IN THE MARKET:

- EV adoption is growing
- Out-of-warranty vehicles are increasing
- Independent shops are largely unprepared

## This won't last forever.

The shops that start now will be ahead of the curve.

# REAL NUMBERS

EVS ARE ALREADY OUT OF WARRANTY

**~500,000 +**

WITHIN 18 -24 MONTHS:

**~1,000,000 +**

EACH ONE REPRESENTS:

- A potential service customer
- A job your shop could take
- Revenue that is currently being turned away



# WHAT YOU ACTUALLY NEED TO START

## TO BEGIN TAKING EV WORK, YOUR SHOP NEEDS:

- High-Voltage safety training
- Basic EV system understanding
- Clear service boundaries

**THAT'S IT!**

Start benefiting from EVs without being a full-on specialist.

# WHAT THIS MEANS FOR YOUR SHOP

EVERY MARKET IS DIFFERENT. TO  
UNDERSTAND THE OPPORTUNITY IN YOUR  
AREA:



- 01** Estimate how many EVs are nearby
- 02** See how many are out of warranty
- 03** Calculate how much service demand exists

EASILY CALCULATE THE EV  
REVENUE OPPORTUNITY IN  
YOUR AREA:

[RUN THE NUMBERS](#)

2 DAY OEM BOOTCAMP IS COMING SOON!

# JOIN THE WAITLIST

For over 6 years we've been teaching end-to-end EV gas-to-electric conversions. Now we're opening up an OEM training to get you servicing EVs fast!

Dates will be announced soon!

[JOIN THE WAITLIST](#)



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CCW: -71, 60°

[Or check out our 5 Day Bootcamp.](#)

Go further in depth. Including a gas-to-electric conversions.