

# ARA MENTORS THE INDUSTRY

**PEER-TO-PEER MENTORING** is offered through ARA's newest empowerment program. Monitored by the ARA, mentoring is available to any auto recycling facility owner or manager who is looking for a fresh perspective on their business strategy and daily business operations. Mentors & Mentees are paired based on criteria developed to create a successful match.



**When one rises, we all rise.** The most current data that we have shows that automotive recyclers are failing at a rate of 6 percent per year. ARA is working to do everything possible to slow, stop, or reverse this trend.

ARA is working to identify leading-edge facility owners who want to mentor those who want to advance their skillset, and adapt to change. Facility owners who have seen success in recent years bring fresh insight into business practices to others. Any owner or general manager interested in being a mentor or mentee should reach out to any member of the ARA Executive Committee or email [staff@ar-a.org](mailto:staff@ar-a.org) for more information.

ARA will pair facilities that are not competitors, yet have similarities as in YMS, buying practices, and other factors to provide the best experience possible for both parties.

## BECOME A MENTOR OR BE MENTORED

**1** Email [staff@ar-a.org](mailto:staff@ar-a.org) to receive more information and to request an application.

**2** FILL OUT an application to enroll in the year-long program. You will be matched with a Mentor or Mentee. It is the responsibility of paired parties to develop communication systems that work for both parties.

**ENROLL TODAY!**

*“As an industry, we have to get past the idea that we have the secret sauce to success. There are others who are probably doing what you are doing.*

*Sharing your current processes and standards gets you to think about what you are doing, and gives you a chance to look at other ways to do it.*

*I am a firm believer that if you are the smartest person in the room, then you are in the wrong room.”*

– Chad Counselman,  
Counselman Auto  
Recycling



**ROE** – Recycled Original Equipment

9113 Church Street  
Manassas, VA 20110  
(571) 208-0428  
[staff@ar-a.org](mailto:staff@ar-a.org)  
[www.ar-a.org](http://www.ar-a.org)