Pushing Onward

After Hours Auto Repair Inc.

A er Hours Auto Repair Inc. in

southwest Wichita is the life-
long dream of Mark Guerrero.

Much like hurdlers, Guerrero and his wife and business partner, Summer,
have learned to overcome each personal and business challenge that come their way.

Breast cancer. Iraqi War. And
Funding challenges.

 rough it all the Guerreros pressed on to ful ll a shared dream … a dream that they realized when Mark was only 16, a dream to be in business for themselves while helping others.

Along the road, life and all of its
challenges didn•t deter the Guerreros. To turn their dream into a reality, the Guerreros started at the right place and began preparing their credit in advance for a business loan.  ey began
watching their personal  nances closely
knowing they would need future credit.
And to prepare them for the business
plan they would inevitably need to
write, they sought help from the Kansas
Small Business Devv.9(v)21vSummer realized that she and Mark would have better results creating their
business plan if they worked with one
of the KSBDC consultants. As she
jokingly shared with the consultant, •Do
you really want a mechanic writing a
business plan?Ž

Persistence pays o .

A er the loan didn•t pan out, Mark began generating and saving money by working an additional 30 hours
per week in his personal •A er Hours GarageŽ. By combining the new savings, along with their 401k, the Guerreros successfully opened their business to
the public.

And while it took a while to get there,
it didn•t take very long until they were facing their next hurdle … rapid growth. Apparently, A er Hour Auto Repair•s quest for learning along with the
focus on quality customer service and technical / mechanical expertise proved rather swi ly to be the right recipe
for growth.

Quickly outgrowing their rst location, the Guerreros sought KSBDC advice as they managed their growing business in the new, larger location.

As the business has grown, so has business ownership. Summer has continued to grow her own business knowledge and acumen through regular engagement with her KSBDC

consultants and
KSBDC seminars.
Additionally she
tapped into industry
resources by hiring
an auto

industry consultant.
Summer continues to work with her team, seeking advice from her KSBDC

consultant prior to any major decisions. Working with the KSBDC as well
as seeking advice from automotive industry experts has helped the
Guerreros learn the speci cs of their business that has in turn allowed them to continue to enhance their revenue and bottom line.

All of their passion, drive, push, and perseverance paid o and their sincere desire to help others was solidi ed,
night a er night, as they watched adults, o en hurting for transportation and fearing the possible outcomes, found a haven at A er Hours.

To this day, Summer, an Iraqnd a