



# Restaurant Operations Weekly™

Newsletter #30 Tuesday, October 9, 2018

## **Welcome to this week's issue of Restaurant Operations Weekly™**

*Insightful tools and information for over 28,000 monthly subscribers and hospitality leaders*

Dear Friend,

One of the best things about maturity is that you rarely make the same mistakes you did when you were younger - or at least that's the basic idea! Youth seems to bring energy and excitement to almost any kind of new adventure. Making plans about what you'll be doing, and of course, getting packed. Are you a "kitchen sink" kind of packer like I am? Well, on recent trips lately, I've been packing lighter than normal and have realized that for years, I've been carrying around too much stuff. As the saying goes, *"lighter is faster"* and it's true. Faster through airports, faster check-ins/check-outs, and overall a more pleasant experience with better results.

This concept led me to think that this is how many of us run our restaurants. *"This is the way we've done it, so why change now?"* The answer of course is, your guests will have a better experience and hopefully you'll make more money at the same time.

Maybe the term, "Efficiency" best describes the concept. It's defined by Webster as, *"The ability to do something or produce something without wasting materials, time or energy; the quality or degree of being efficient."*

There is actually a formula for calculating efficiency. It's the energy output, divided by the energy input and expressed as a percentage. Rather hard to calculate in our world of hospitality, but we all know efficiency when we see it. As consultants, we live in the world of efficiency, constantly seeking out better, faster, high-value methods of improvement (efficiency) for our clients. In almost every case, we find that efficiency improves when missed opportunities are grasped. This week, we're going to examine how many opportunities for increased efficiency exist for you!

***Restaurant Operations Weekly™ is here to help our friends run better, more successful and profitable hospitality operations.***

Let's get to it....



### **"How Many Missed Opportunities Can You Find Today?"**

*We all have them - today's the day to stop missing out!*

Every time I see a blank or incorrect sign reader-board, my marketing "red flags" go up and yours probably do too. This missed opportunity is easy to address, but every owner or manager seems to have an excuse. "I'm out of the letters I need" or, "My sign person comes in on Friday" or "what's the hurry?"

**This sign is indicative of a broken or non-existent system within the business**  
***(It's likely that it's not on the management daily checklist)***

Opportunities are like leaves on a tree. Restaurant systems are like the branches - they hold the opportunities. So what exactly are restaurant systems? As consultants, we define them as, "Certain actions completed in an orderly sequence to achieve consistent results and outcomes." Practically speaking, the less dependence a business has on its owner, the better the systems. The net result is an owner who is in control that can actually spend time working on developing the business instead of getting caught up in the day-to-day firefighting that we commonly see, or worse, an owner that has to work a job function within the restaurant.

An owner that has the time to oversee, direct and guide the business to be the best it can be is the desirable goal and the trick is to use the simplest, and most efficient systems for your particular business.

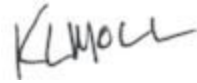
Here is a complimentary link to what we humbly call, '[The World's Greatest Restaurant Systems Checklist](#)' and after you spend a little time with it, comparing what you currently have in place versus what you should have in place, you can use it as a handy checklist for getting things accomplished. *Some of the checklist items may not apply to your business.*

After you compare YOUR business to the Restaurant Systems Checklist, how many missed opportunities did you find? 5, 15, 45? Once you have your systems in place, the opportunities

will generally take care of themselves, almost like having your business on autopilot.

***Better, faster, easier, more consistent results with fewer missed opportunities.  
Every Owner and GM should jump on this.***

Thanks for reading and feel free to call us anytime. Have a great week!



**Kevin Moll, President**

[Restaurant Consulting Services, Inc.](#)

**2833 S. Colorado Blvd. Denver, Colorado 80222**

**(720) 363-0164**



Operating a successful restaurant can be overwhelming. We can answer your questions about shareholder loans, tip reporting, food and liquor costs, sales tax audits, personal and business tax matters and much more. Nationwide services.

[www.swickco.com](http://www.swickco.com)

640 Plaza Drive, Suite 100 • Highlands Ranch, CO 80129 • Phone: 303.987.1700

---

## **Development**

[Ready to open your own restaurant? Learn how here](#)

[How to be a competent & capable manager](#)

[The Manager's Daily Checklist Sample Format](#)

[How to find meaning at work even when your job feels miserable](#)

[Think practice makes perfect? Think again. This article will change how you train everyone from now on](#)

## **Resources**

[To Subscribe or Catch up on back issues of Restaurant Operations Weekly](#)

[Ten Things That Genuinely Confident People Do Differently](#)

[Year 2038 - How We'll Eat 20 Years From Now](#)

[Purchase the last 10 or 20 issues](#)

[50 Great Ideas for Your Restaurant](#)

[The Dirty Secret Ruining Your Draft Beer](#)

[How to make a great employee schedule](#)

---

*Want to put your business in front of 28,000 hospitality professionals every month? Advertising and promotional spaces are available in upcoming issues, so contact us today.*



[How to Design Your Beverage Menu for Profit](#)

[50 Restaurant Industry Statistics \(by Toast\)](#)

[Food holidays in October - Great Promotional Calendar](#)



Our mailing address is:

Want to promote your company or service to over 28,000 monthly readers? Contact us for a rate sheet and advertising information. [Contact page](#)

Kindly direct all consulting and business inquires [here.](#)