006 The Economy Is Not the Argument

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/006-the-economy-is-not-the-argument-2/

The Demand

Tomorrow, take whatever you've been blaming on the economy and run it through your own fundamentals instead. Labor discipline, Guest experience, food cost control — none of those have a market cycle. Fix what's actually broken inside your four walls before you spend another minute treating the economy as the explanation.

The Work

Name what you have been blaming on the economy this quarter:
Run it through your own fundamentals instead:
Labor discipline — is the standard holding regardless of the market?
Guest experience — is the standard holding regardless of the market?
Food cost control — is the standard holding regardless of the market?
If the right thing to do changes every time the economy shifts, was it ever the right thing?
What you will fix inside your four walls tomorrow instead of waiting on conditions to change: