016 A Full Dining Room Is Not a Business Model

Perspective Fieldbook · https://kb.jeffreysummers.com/docs/016-a-full-dining-room-is-not-a-business-model-2/

The Demand

Before your next shift, separate the feeling of a full room from the proof of a working business. Pull tonight's numbers against the standard, not against the buzz: labor percentage on the shift, food cost on what actually went out, margin after the delivery platform took its cut. A full dining room is a revenue event, not a verdict. Run the verdict yourself before the P&L runs it for you three months from now.

The Work

Rate your operation on each discipline — 1 (pure instinct) to 5 (fully systematized):
Financial read (P&L, food cost, labor, prime cost)
Rating (1-5):
Running on instinct because...:
Operational standards (shift management, pre-shift, post-shift)
Rating (1-5):
Running on instinct because...:
Guest relationship (return rate, recognition, experience design)
Rating (1-5):
Running on instinct because...:
Cast development (coaching cadence, standards, accountability)
Rating (1-5):
Running on instinct because...:
Data (what you track, how often, what you do with it)
Rating (1-5):
Running on instinct because...:
The discipline with the lowest score:
What a system for that discipline would look like:
The first step to building it — this week: