

## ***Managing for Profit***

"*Turnover is vanity – profit is sanity*" so the old adage goes. In this one day workshop Restaurateurs will improve their business focus, be more confident in calculating and interpreting financial data, and take a more strategic approach to managing their Restaurant.

### **Learning Outcomes:**

On completion of this course, you will be able to:

- Understand your accounts and interpret them in a meaningful way
- Apply, monitor and respond to the Key Performance indicators necessary to effectively manage the business
- Understand the need to maximise cash profit and use a template to establish selling prices and gross profits for food and beverage items. Engineer menus and wine lists to maximise profit
- Understand the issues concerning food & beverage stock control and the importance of the potential
- Understand the concept of profit sensitivity and take a more strategic approach to managing your restaurant

### **Pre Course Action:**

In order to successfully participate, we recommend participants assess their restaurants current financial performance against budget, familiarising themselves with all reporting systems used.

### **Course Content:**

Understanding the P&L and interpreting it in a meaningful way

- Cash management: Understanding the difference between profit and cash
- Applying, monitoring and responding to Key Performance indicators
- Understanding your cost base
- Engineering your menu to maximise profit
- Understanding contribution analysis and establishing break-even



**Programme Facilitator: Invisio Limited**



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