

Corner Booth Insights 2026!

Lessons from Today's Top Restaurant Industry Leaders



**Tips from Today's
Restaurant Entrepreneurs!**



**Learning from the Best
Practices of Others!**



**Helping Operators
Improve and Grow!**



Managing Your Brand Through Proper Operations

Episode 132

Heather Neary,
CEO Taco John's



Leverage your heritage: work from your position of strength.



Balance improvement in operations with design and marketing.



Focus group with staff, management and franchises to maintain brand integrity.

Managing Your Brand Through Proper Operations

Episode 122

Billy Downs,
CEO Ford's Garage



Always study your guest....The closer you stay to your customer, the smarter you become!



We cannot be satisfied with being busy unless we are successful maintaining a guest experience that bonds them to our brand.



Hospitality is being delivered when you aren't looking...every staff member-every shift. Systems for consistency are a must.



Training and development never ends...It's a people business after all!

The Changing Perception of Value

Episode 133

Tina Nielson,
editor FCSI magazine



- ★ Value has been redefined....what was "Price" is now "Worth“.
- ★ Off Premise growth drives service challenges as demand for convenience continues.
- ★ The impacts of smarter design, smaller footprints, and automation on future independent restaurant concepts.
- ★ Challenges of today's labor market....attracting, selecting, training and retaining.

Managing the Opening Process

Episode 105

**Sarah Leibman
and JC Ricks,**
Owners Dandelion
Cafe



dandelioncafe



Creativity necessary to offer distinction. What is your "Point of Difference?"



Know your role, identify what you don't know and build a team around that.



Investment from the community bonds to your brand better than institutional lending alone.

Managing the Opening Process

Episode 128

Bryan Caswell,
Chef/Owner Latuli



Design for efficiency saves opening and ongoing operation costs.



Team building correctly from the start means selection for attitude and possibility. Its compatibility vs capability.



How your menu development practices can balance offerings with quality, uniqueness and profitability.

Knowing Your Numbers

Episode 126

Rafi Yousefan,
The Fork CPA's



-  How to recognize when it's right to engage restaurant accounting specialists.
-  Learning from the key cost categories of your period ending P & L statement.
-  Managing from the key metrics provided on a weekly financial snapshot.
-  Selecting technology that improves operating cost while saving owner/manager's time.
-  How sound financial health checks drive profitability and sustain growth.

Successful Expansion Strategies....Franchising

Episode 129

Kendall Ware,
Franchise Advisor



Critical steps required to prepare your profitable restaurant into a franchise-able brand.



Selecting a franchisee as if they were to become a family member.



Fostering trust and collaboration creates a concept of friendship replacing the outdated "us vs them" model.

Successful Expansion Strategies...Investment Partners

Episode 134

**Otto Othman and
Adrian Sanchez,**
Founders Pincho



Partnership is a puzzle; pieces must fit together in order to be right.



Selecting partners that invest vs those that can provide services and support...Why not both?



How systems and processes work for growth planning, location selection and funding as well as operations.

Operating Non-Traditional Venues

Episode 103

George Tinsley Sr.
CEO Tinsley Family
Concessions



Partnerships with large established concession brands help independent concept owners gain entry.



Mastering the tenant-purveyor selection process at airports, arenas, universities and parks.



Successfully adjusting to revenue trends and cost structures of non-traditional venues.



Building relationships with many brands help independents restaurant companies grow.

Operating Non-Traditional Venues

Episode 118

John Young,
CEO Youngs
Jersey Dairy



How a Multi-concept, seasonal business in a destination location thrives for 156 years.



Operating a multi-generation family business that includes dairy production, restaurant, bakery, events and entertainment.



Maintaining an ongoing staff development process that engages team members and enhances the guest experience.



Today's marketing challenges of a Multi-concept hospitality business.



Q&A

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CORNER BOOTH

CANDID CONVERSATIONS WITH TODAY'S RESTAURANT ENTREPRENEURS