

Today's Webinar

2022's Top 5 Most Valuable Multi-Location Initiatives







Welcome!
We will be starting shortly.

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Special Guest



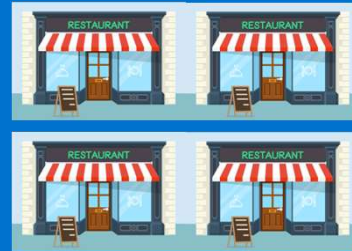
Matthew Mabel
Surrender, Inc.



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1. Beat the competition by providing the amount of hospitality guests demand

- Workforce
- Culture
- What you talk about
- Benchmark
- Measure



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2. Add 2 points or more to your bottom line – instantly

- Non-cash adjustment
- Today's economic reality
- History
- Changing consumer behavior
- Move on from being a skeptic
- Make your P&L happy



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What Is a Non-Cash Adjustment?

BALANCE DUE (with Credit/Debit Card)	14.41	
Less Non-Cash Adj	<u>(.39)</u>	→
BALANCE DUE (with cash)	<u>14.02</u>	

OL' SOUTH PANCAKE HOUSE
AND FAMILY RESTAURANT

Check 120 Tab DD/KAITLYN
Tiana S. 9/10/2022
Guests 1 10:57 AM

Pancakes*	0.00
Full Homestyle*	8.99
Strawberries	0.99
Banana	0.99
Whip Cream	0.99
Peanut Butter Chip	0.99
<hr/>	
Subtotal	12.95
Food Tax	1.07
Non-Cash Adj	0.39
<hr/>	
TOTAL	14.41
<hr/>	
15%	(1.94)
20%	(2.59)
25%	(3.24)
BALANCE DUE	14.41
<hr/>	
Thank you for dining. Ol' South Burleson	
Balance due if paying with cash \$14.02	

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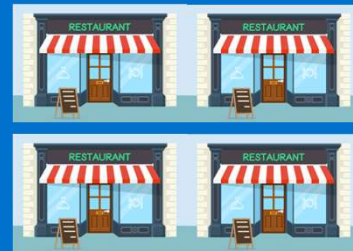
2. Add 2 points or more to your bottom line – instantly

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3. Retain and develop managers who learn to take complete responsibility for their restaurants

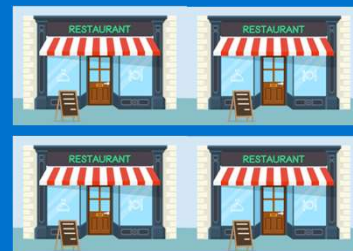
- Look at the data
- Improve your P&L, make managers happier
- Management is not a task list
- Break big things into small pieces
- Track weekly
- Everyone must get better every year



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4. Hire senior management who increase results, strengthen companies and more than pay for themselves

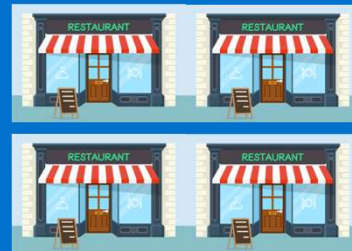
- Multi-unit talent wants to work with you
- Import knowledge your company needs
- Matthew's law
- Next, work differently



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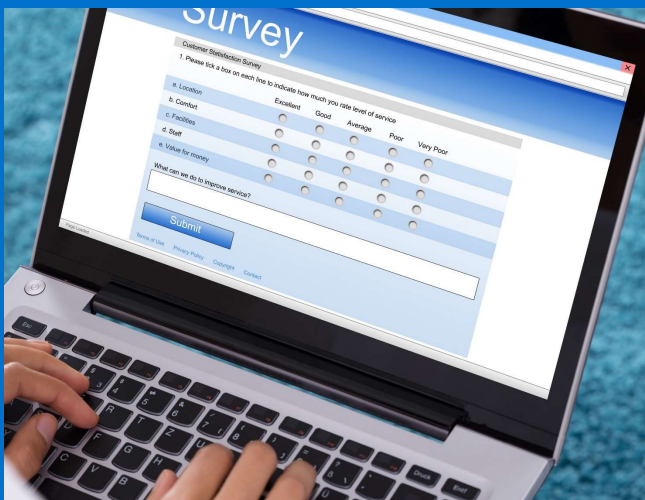
5. Enjoy the financial benefits of their life's work without selling

- Retire in place
- You sold, now what?
- Pick how and when you work
- Have senior management in place
- Create ultimate flexibility



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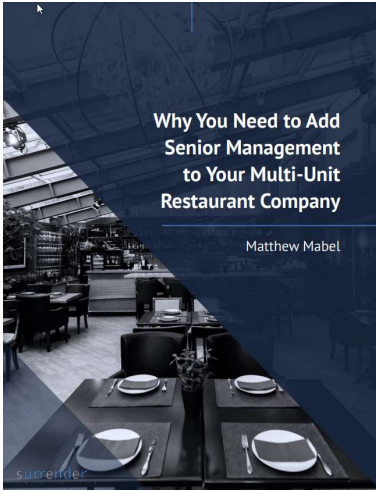
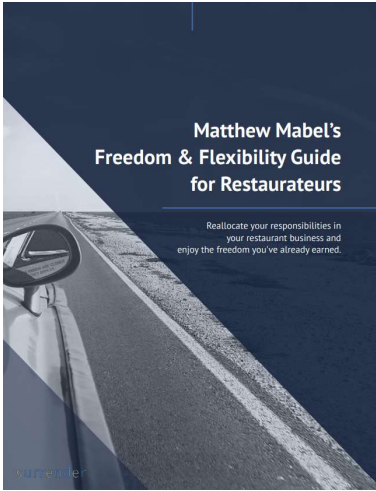
Please Take the Survey



Just 4 very short questions!

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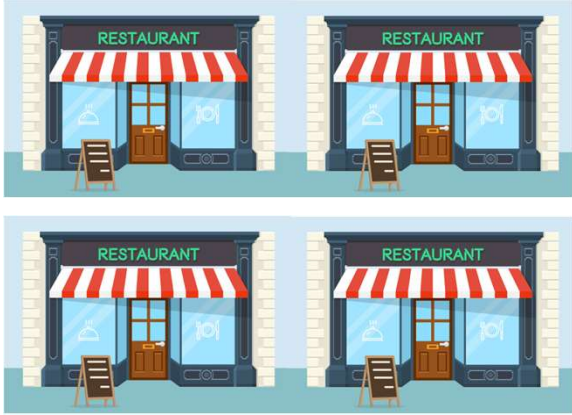
Additional Resources



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Today's Webinar

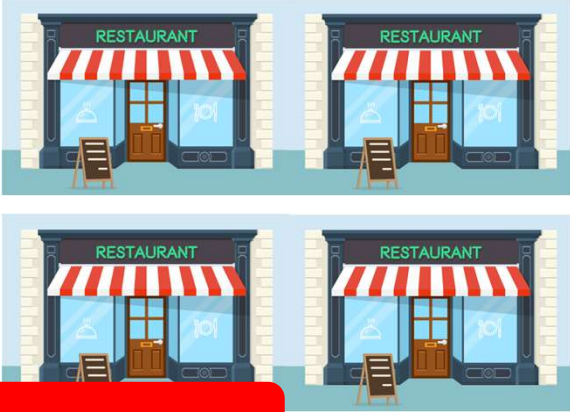
Q&A



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Thanks for attending!