



# The Loss Buster

## Checklist™

7 Boxes Pubs, Bars & Cafés Need to Tick to  
Protect Profits in 2022

# Loss Screws Up Revenue



Did you know?

\$99 BILLION globally.  
£11 BILLION in the UK.

That's how much hospitality loses every year according to *The Sensormatic Global Shrink Index report 2018*.

The UK alone loses £11 billion due to preventable issues such as theft, admin/supplier errors and waste.

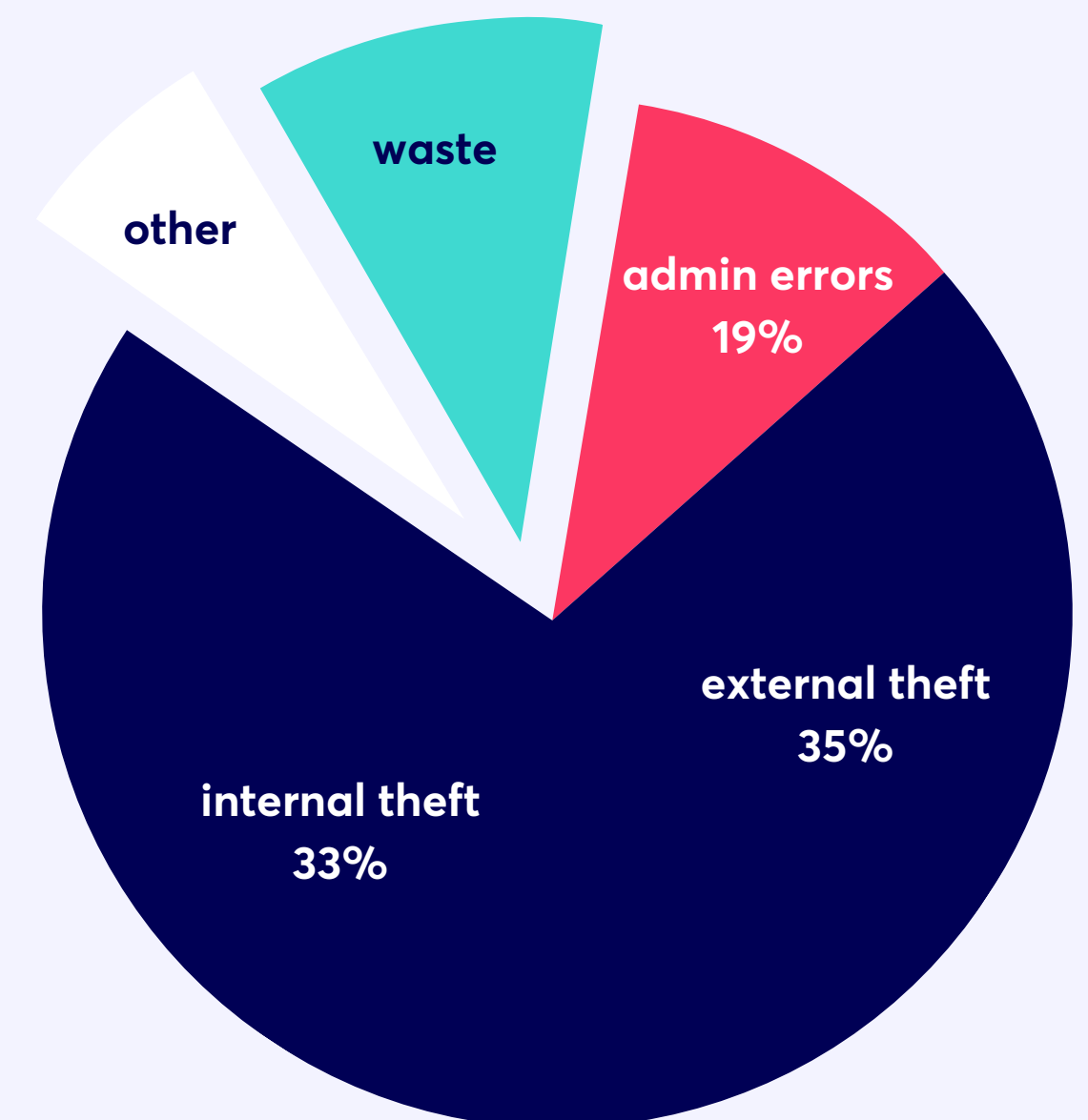
**For you, that translates in 2% - 10%** of your hard-earned cash down the drain.

What causes it? Preventable issues you can control!

- Admin / Supplier errors
- Waste
- Theft

And it's not all bad news! **There are things you can do.**

This checklist contains powerful strategies aimed at putting you back in control to stop the losses.



# 7 Boxes to Tick to Prevent Loss and Shape Up Your Bottom Line.

## It's plain and simple:

Loss equals less Profit.

Cut losses, and you increase margins.

Here's the Checklist of

**7 boxes to tick** to prevent losses taking the Boom out of your business.



1. Create a Positive Culture of Loss Prevention



2. Empower Your Team



3. Take Control of Purchasing



4. Keep Your Books in Order



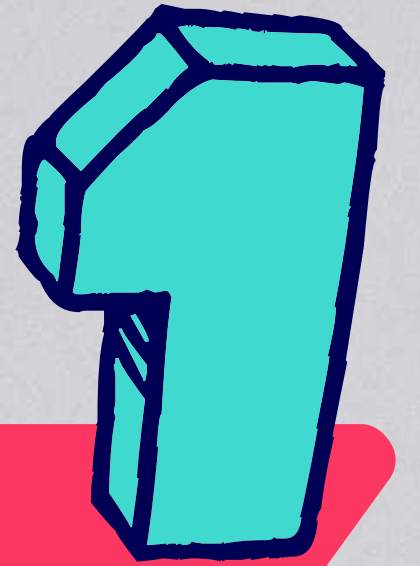
5. Ensure Effective Stock Management



6. Better Your Waste Management



7. Improve Data Visibility



# Create a Positive Culture of Loss Prevention

Processes, policies, and procedures. The three boring 'Ps' of loss prevention. However boring, it's **CRITICAL** that the three Ps are not overlooked.

**Don't neglect training. Especially for new hires.**

Your teams **want** to matter and be part of the mission. Don't throw new hires in at the deep end. Give them the right training, care, and attention they deserve from day 1 and they'll repay you with responsible behaviour.

**Gamify Learning. Test and reward your team's knowledge.**

Great managers are as 'serious' as they are 'fun'. Don't just lecture your team about loss prevention. Turn learning the three Ps into a social event. Test their knowledge. If they pass the test, schedule a team day out and reward them!



## Empower Your Team

Your team invests themselves in your business. Invest yourself back into them.

### **Ask them what they need! And provide it.**

Your team hates being ignored. Make sure to LISTEN and ACT. Give them the tools, resources and authority they need to do their work and you'll put smiles on faces. Happy employees are responsible employees.

### **Give them responsibility and a sense of belonging.**

Great managers create a tribe mindset and community culture with team values everyone wants to reflect. That means giving teams responsibility, trust, the ability to make decisions independently, and the chance to show you they can handle things.

Ultimately, **happy employees** feel more responsible and less prone to staff theft. A satisfied workforce leads to reduced staff turnover, lower onboarding and reduced training costs.



## Get Smarter About Purchasing

The smartest pubs, bars and cafes minimise loss through clever purchasing practices.

Here's what they get smart about:

- Using as few suppliers as possible.
- Selecting suppliers that are right for them, and closely monitoring their performance.
- Ensuring segregation of duties is maintained to prevent internal fraud.
- Taking the chore out of stock management and ordering by automating with the right technology and apps teams can use on-the-go.
- Manage deliveries properly to ensure goods ordered are goods received.
- Achieve invoicing data transparency by digitizing invoicing processes using apps.

***Did you know? Growyze makes light work stock control & ordering admin?***

***Try Growyze for free to get super smart about purchasing.***





## Don't Take Your Eye Off the Books

“It can wait. I’ll do it tomorrow.”

With all the plate-spinning, keeping on top of the figures can slip down your to-do list. With supplier errors, admin oversight and fraud a constant threat to your numbers, forcing yourself to dive into it all to keep things clean shouldn't be optional.

Ringfence time to do it regularly, even in half-hour slots throughout the week.

### **Keep a four-way check system to identify errors and fraud.**

- Check orders placed
- Check delivery notes provided
- Check actual goods delivered
- Check invoices to be paid

Follow up quickly with suppliers if you spot errors and do not forget to reconcile your invoices against these to ensure you only pay for what you receive.



## Get Obsessively Efficient About Stocktake

Stock can tie up a massive slice of your capital. Bookkeeping integrity is maintained when you have accurate data about your inventory value. And how about all those hours spent on the floor with pen and paper? And the time wasted in putting numbers back to an excel sheet?

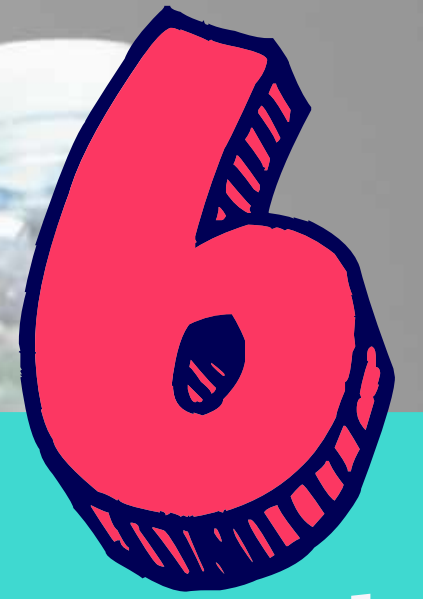
***Did you Know?***

***Growyze takes the chore out of stock management by turning hard work into a simple app on your phone?***

**Think about how you can answer these questions:**

- What's the best way to keep on top of stock admin?
- What's the best way to keep track of stock?
- How much stock do I currently have?
- How much do I need to order to ensure I have just enough?
- How can I effectively monitor stock movements and loss of high-value items?





## Squeeze Profit from Brilliant Waste Management

How pubs, bars and cafes manage waste ALONE can be the difference between 'survive' and 'thrive'. It's also a factor that impacts profit and loss, customer satisfaction, and reputation because it relates to visible, physical waste (breakages and spillage customers witness), back-of-house waste, and intangible waste (time and effort).

**Here's what a great waste management strategy looks like:**

- Regular team training; particularly on up-selling and time management
- A culture of strong communication that makes 'efficiency' part your everyday
- Precise stock management completed as-you-go, daily
- Getting smart and 'techy' about waste management

***Did you know? Your team can use the Growyze app to record waste as it happens during service, from their phone?***



# Track Your Data and Make It Visible

Data. Chances are you've got more than you know what to do with!

- On paper notes littered across your desk.
- On forgotten excel sheets scattered across your computer desktop.
- Tucked away in one of your IT functions.

## DATA IS MONEY DISGUISED AS INFORMATION

Being able to collect, analyse and react quickly to this information empowers you to address potential problems before they arise.

### Make all your data **VISIBLE**.

Find, gather and track all your information sources that could hold the answer to your problems.

[Try the Growyze app](#) to integrate and digitise your data in one place, or [get in touch with us](#) for a consultation on how to squeeze more profit from raw data.

# Reading This Checklist & Taking No Action Means Zero ROI

## Here's what to do next:

You could continue using pen and paper, excel sheets and all sorts of old and manual tools you have already available. Or you could get seriously smart about loss-busting.

The Growyze app will give you seriously smart solutions to age-old problems that cause losses and profit drain.

At the end of the day, running a profitable operation is your responsibility. It's not about surviving, it's about thriving.

**Start for Free** (no credit card required; cancel any time) and road test its potential to bust losses.



# 7 Boxes to Tick to Prevent Loss and Shape Up Your Bottom Line.

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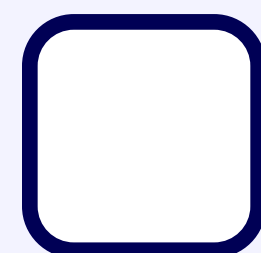
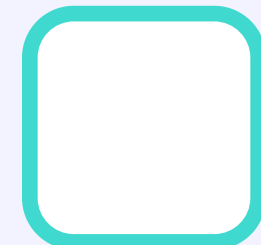
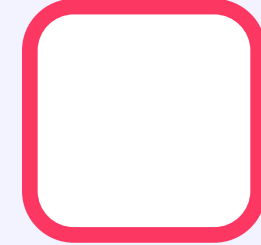
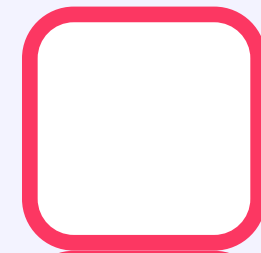
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# Meet Kati. She's Felt Your Pain.

My name is Kati, I'm the Founder of Growyze.

First, I hope you found this little checklist useful, to quote a famous supermarket, "every little helps".

I've steered hospitality businesses through difficult times for 15 years, so I know exactly the challenges you face. Taking control of your costs isn't as complicated as you might think.

All you need to do is focus on your most vulnerable areas, equip yourself with the right tools, and you'll build long-term resilience.

The end result: shaped up bottom line, increased margins, and revenue growth.

If you need a little advice, [contact my team](#), and ask if Kati's available.

I'd be glad to share my experience and answer any questions on your mind!

