
Hatching a plan to guarantee success!

Last Updated Friday, 18 September 2009

At AWOL we're not content with news that 50 pubs a week close and that 24,000 jobs in catering have been lost in the last year. We know why pubs and restaurants fail. And, if we know why they fail – we also know how they can succeed.

Putting our hotel management and chef skills together with the experience we have built up in AWOL Recruitment, we have been busy setting up a new company, AWOL Solutions.

If you want to run your own pub or restaurant, AWOL Solutions can help you get it right first time. Working with marketing, financial and legal experts from our trusted network, we offer a range of services to guarantee that your hospitality business will succeed.

The best place to start is right at the beginning, before you make any expensive mistakes. But we can help you at any stage of the journey – if you are already struggling, we offer practical and non-judgemental advice to get you firmly into the black.

Pre-purchase consultation

This service helps you make the appropriate decisions if you have not yet purchased the business, or if you are preparing documentation for the proposed lending. We'll begin by questioning whether the proposed purchase gives you the best possible chance to fulfil your goals. And, if we think you're heading in the wrong direction, we'll be honest enough to say so.

Business assessment

We can assess your hospitality business at any stage and help you take steps to improve your profitability. We'll ask you lots of questions about your business, for example:

- What is your business capable of delivering and what will it do best?
- What type of food will produce the income levels to sustain the business?
- Can your kitchen match the demand from your dining area? Expanding the seating and dining areas to enhance your business will only work if the kitchen can deliver the appropriate volume.

Catering planning

Getting the correct sales mix on a menu – and ensuring that items are actually selling – is a must. Menu planning, stock purchasing and stock holding can make or break a business. We’ll bring our experience to help you write menus, plan purchases and keep stock lists.

Profit and margin guidance

- Do you know what the food on the plate costs?
- How much should you be charging?
- How much are you paying?

Simple questions, but it’s surprising how many people don't know the answers. AWOL Solutions can help ensure you maximise your profitability - and keep people coming back for more.

Ongoing support

We provide consultation and support throughout the lifespan of your business to ensure continued success and growth.

Staff training

We can teach you or your staff to deliver what you need and want from your kitchen.

If you need help to make your hospitality business flourish, call AWOL Solutions now on 015395 35777.