The Cost of an Empty Slot in the Service Industry · What to Record?

For: Paušalni obrt · Obrtnici · j.d.o.o. · d.o.o.

Practical business guidance · Reviewed: 2026-11-22

Applicability: According to the profile and circumstances of the described case.

Record the price, consumables, preparation and the usual booking lead time.

Record and working document

Test a single price for a quiet slot and measure whether existing customers switch.

If regular appointments are losing traffic, limit the convenience to a different type of service.

Working example · The price of a vacant appointment in a service business

Test a single price for a quiet slot and measure whether existing customers switch.

Specific next steps

1. Test a single price for a quiet slot and measure whether existing customers switch.
2. If regular appointments are losing traffic, limit the convenience to a different type of service.
3. Use the sample data when creating schedules and capacities.

Limits of application

Apply the guideline to your documents and working methods.

Original page

https://adriatrends.hr/poslovni-vodic/en/pitanja/praksa-prodaja-termin-dokazi