The Cost of an Empty Slot in the Service Industry · How to Approach It?

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.

Compare the additional income from the free slot with the additional costs incurred.

A starting point in practice

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

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

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. Record the price, consumables, preparation and the usual booking lead time.
2. Test a single price for a quiet slot and measure whether existing customers switch.
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-odluka