The Cost of an Idle Slot in a Service Business · How to Integrate the Procedure into Routine Operations?

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

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

Use the sample data when creating schedules and capacities.

Regular application

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

Limits of application

Apply the guideline to your documents and working methods.

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