The Cost of an Empty Slot in a Service Business · What to Do When the Process Stalls?

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.

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

When a plan meets an obstacle

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

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

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. Compare the additional income from the free slot with the additional costs incurred.
2. Record the price, consumables, preparation and the usual booking lead time.
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-problem