The Cost of a Vacant Slot in a Service Business · How to Check It Using an Example?

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.

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

Checking by example

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

Record the price, consumables, preparation and the usual booking lead time. If regular slots are losing custom, restrict the perk to a different type of service.

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. 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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