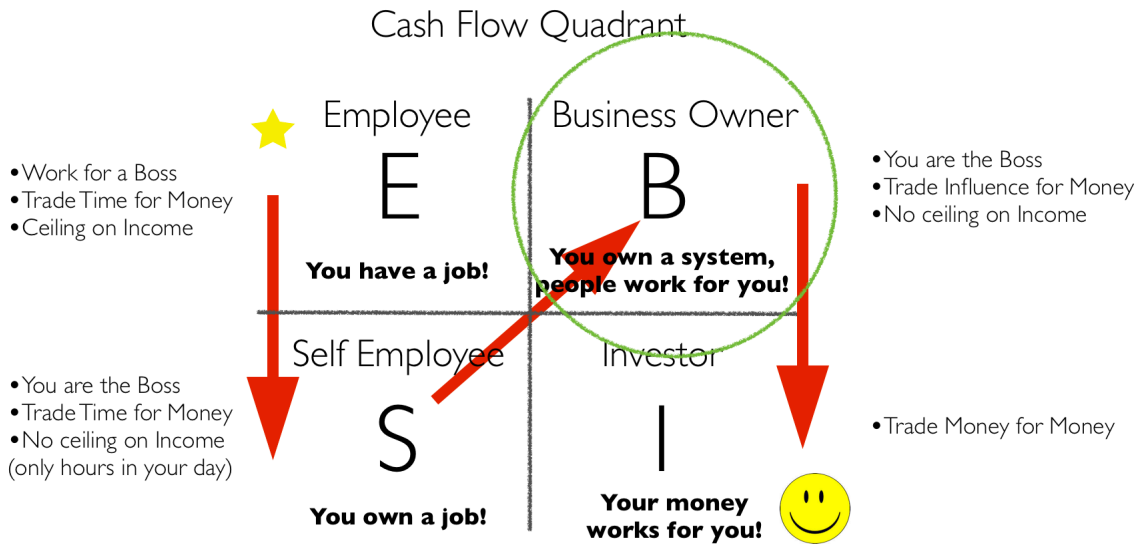
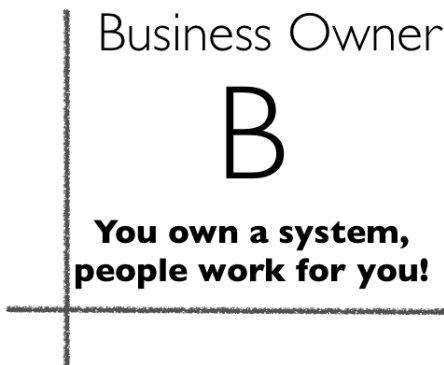


Study Guide



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Advantages to owning a *Business!*

- You are the Boss
- Trade Influence for Money
- No ceiling on Income
- Sell for Substantially more Money
- Anybody can operate a Business
- You can easily Duplicate a Business
- Take time off to do the things you LOVE
- This is where the Joy is....

The the foundation to all restaurant success is:

“Your ability to
Manage **SYSTEMS** &
DEVELOP People!”

Here is a sample list of some of the systems that need to be in place in your restaurant:

- Opening Procedures
- Closing Procedures
- Station Checklist
- Position Prep-list
- Order Guides
- EXACT Recipes
- Side Work Duties
- Job Descriptions
- Organization Hierarchy
- IF - THEN Syntax for ALL Variables
- Station Maps
- Position Duties & Responsibilities
- Training Guide
- Promotion Checklist
- Test & Follow up Training
- Daily, Weekly, Monthly & Yearly
- Maintenance Checklist
- Cleaning Checklist
- Walk Through Checklist

These Systems are **BLACK** or **WHITE**

Homework

1. Write down the specific areas, departments and employees that are challenging or a source of pain for you and your restaurant, right now!

2. Write down the one specific area, department or employee that is giving you the most challenge or pain, right now!

3. Develop a system and procedure to reach the exact result you are after!

4. Train the correct employee(s) on following your new procedures and their manager (if applicable), how to follow up and properly manage the system! If you don't already use my training model, email me and I will send it to you!

5. Manage the SYSTEM & DEVELOP the employee(s)!